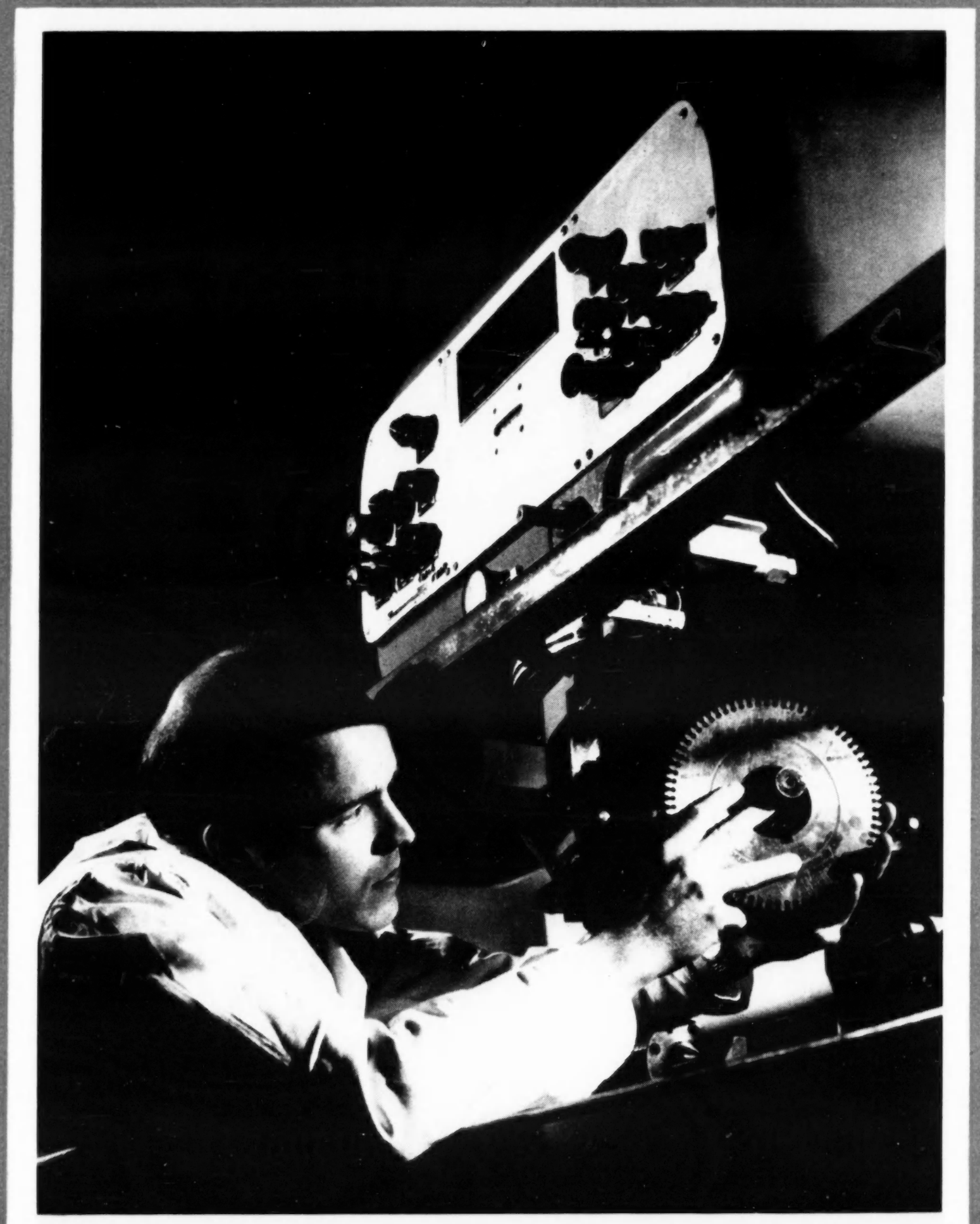
Board of Trade Journal

Volume 191, No. 3618 Published by Her Majesty's Stationery Office 22 July 1966



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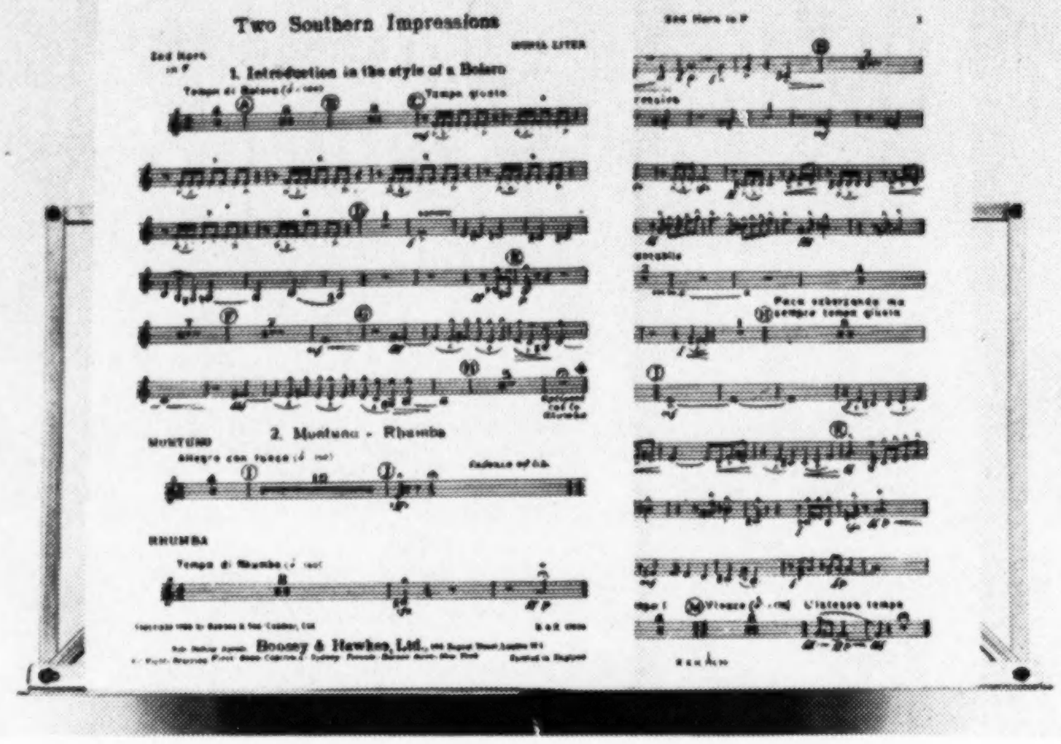
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VOLUME 191, NO. 3618, PAGES 197-260
22 JULY 1966
PRICE 1*s.* 6*d*, NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

To cope with increasing demand for their precision gear-making machinery and high-production lathes, Churchill Gear Machines Ltd., Queen's award winners, have built, with Board of Trade support, a 75,000 sq. ft. extension to their works at Blaydon, Newcastle-upon-Tyne, and reorganized their entire production system on flowline principles at a total cost of about £1 million. Photo shows a cutter being fitted to a gear shaver on test in the development department.

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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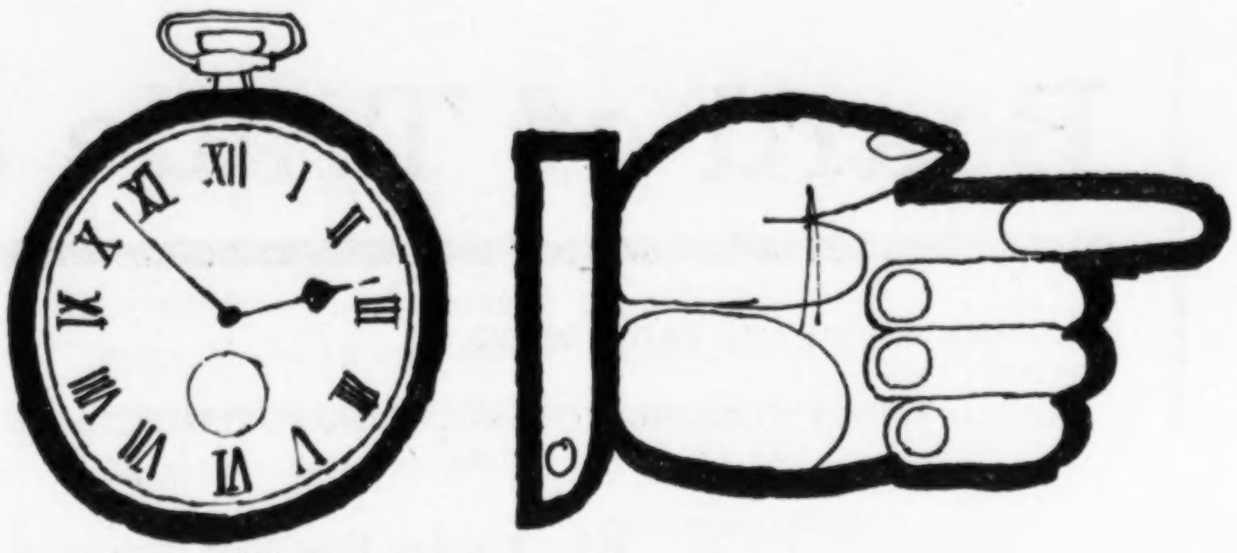
Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



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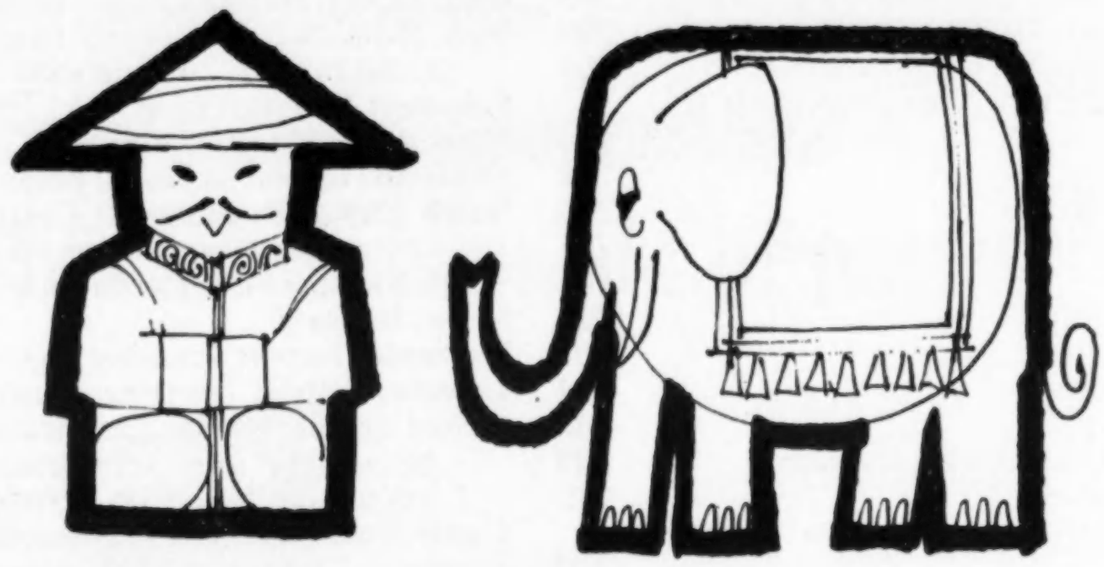
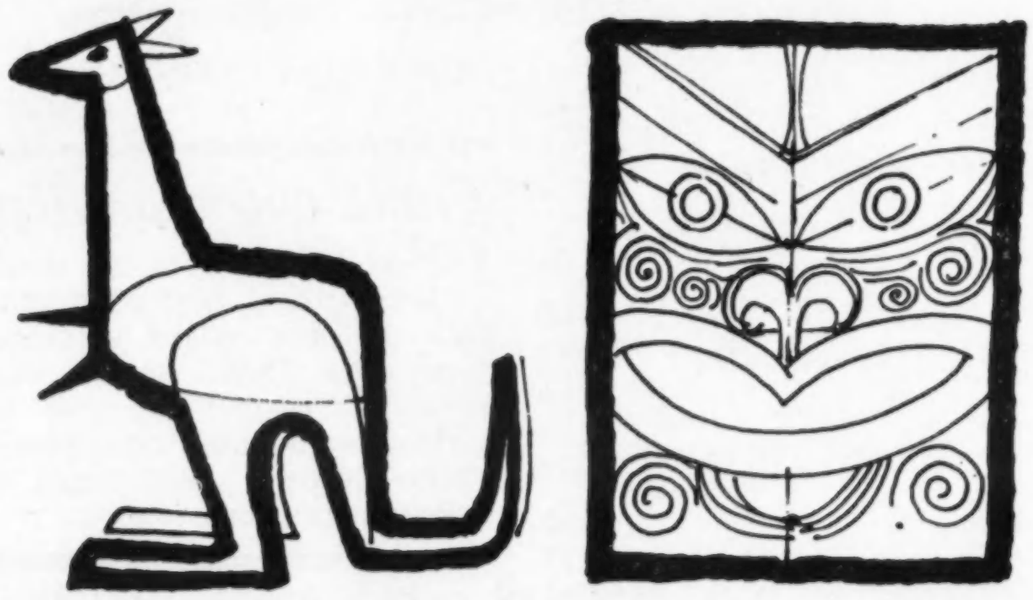


TO THE ORIENT AND ASIA,



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The prospects for British exports to Morocco

By the Commercial Department, British Embassy at Rabat

MOROCCO GAINED her independence in 1956 following the fusion of the former French and Spanish Protectorates and the former International Zone of Tangier. Until 1961 Tangier enjoyed a special economic position. Compared with many other recently independent countries, Morocco is far from underdeveloped, but the Government is anxious to improve living standards and increase prosperity. Opportunities for increased British exports will be found within the plans for economic development which are being actively pursued.

The Moroccan economy is heavily dependent upon agriculture which employs over 60 per cent of the total active population, and, in 1964, accounted for 28 per cent of the gross domestic product (GDP) and 47 per cent of all exports. In the south and south-east lie extensive phosphate deposits mined by a State monopoly. These are now being extracted at the rate of 10 million tons per year, almost all of which is exported, representing 40 per cent of total world exports of phosphates and 26 per cent of Moroccan total exports in 1964. The mining of phosphates, mineral ores (iron, lead, zinc and cobalt) and coal accounts for 6 per cent of the GDP and employs some 40,000 persons.

The Three-year Plan (1965 – 67)

The Plan – perhaps more correctly described as an investment guide – seeks to lay a foundation for future growth and to provide a framework within which public investment projects can be co-ordinated in accordance with established priorities. It aims at an annual increase in the Gross National Product of 3.5 per cent by governmental, para-governmental and private investment, totalling DH 3,843 million (£248.8 million).

The main priorities under the Plan are agriculture, tourism, education and vocational training, but provision is also made for the further development of the infrastructure and industry. Government investment is expected to total DH 2,461.2 million – £175.8 million – during the Plan period.

Investment in the public sector is expected to be financed by foreign loans and grants (DH 1,525 million) and domestic loans, revenues and Treasury advances (DH 936 million). The most likely opportunities for British exporters are to be found in agriculture, tourism, mining and development of infrastructure. Investment by quasi-official bodies is put at DH 120 million for electrification and DH 352.3 million for mining. Estimated private investment is DH 460 million for industry and DH 90 million for tourism.

Agriculture

The decision of the Moroccan Government to allocate 35 per cent of total government investment under the Three-year Plan to agriculture indicates the importance of this industry to the economy as a whole. The problems facing the Government in placing the industry upon a rational footing are considerable, given the disparity of its various sectors – 'modern' and 'traditional', irrigated and non-irrigated – producing a considerable variety of crops (cereals, cork, wine, early vegetables, citrus fruit, soft fruit, sugar beet, etc.). In this attempt to modernize and extend the area under irrigation, both the individual farmer and the State, acting through its specialized agencies, will require considerable quantities of equipment and machinery, as well as seed and non-phosphoric fertilizers. Imports are now running at the rate of DH 20-27 million for agricultural machinery, DH 22-23 million for non-phosphoric fertilizers (chiefly nitrogenous), DH 3-4 million for seeds and some DH 85 million for seed potatoes.

MOROCCO – A MARKET PROFILE

Area: 166,000 square miles.

Population: 13.5 million (6.1 million are under 15). Annual growth rate, 3.2 per cent.

Principal cities: Casablanca, 1,100,000; Marrakesh, 243,000; Rabat, 227,000; Fez, 216,000; Meknes, 176,000; Tangier, 142,000; Oujda, 129,000; Tetuan, 101,000.

Currency: Dirham (DH). (100 Moroccan francs=1 Dirham; 14.08 Dirhams=£1 sterling.)

Gross national product: £829 million in 1964. Agriculture accounts for 30 per cent, industry for 14 per cent and mining for 7 per cent. Per capita income: about £60 per annum.

Electricity production: 1,099 million kilowatt-hours (1964).

Industry: Limited. Centred around fishing, mining (Morocco is the world's second largest producer and largest exporter of phosphates), transportation, food-processing, commerce and tourism.

Agriculture: Employs 70 per cent of active population, accounts for 42 per cent of foreign earnings and 30 per cent of country's diet. Principal crops: wheat, barley, citrus fruits and vegetables.

Foreign trade (1964): Total exports £155.3 million. Total imports £165.3 million. Principal exports: fresh and dried vegetables, citrus fruits, canned fish, wines, phosphate and iron ores, manganese and lead. Principal imports: tea, wheat, sugar, timber, ferrous metal products, medicines, woven fabrics, chemicals and fertilizers.

Foreign exchange reserves, net (June 1965): £34.8 million.

Conditions of trade: Customs tariff applicable to all countries without preference (except for all imports from Senegal, and certain goods from Algeria and Tunisia under duty-free quotas). All imports from sources other than the franc area require licences. The Government's policy is aimed at conserving foreign exchange and protecting local industry.

With the creation and continuing development of the Safi chemical complex, using Moroccan rock phosphate as its raw material, local production of a range of fertilizers is growing, but there is also a considerable need for fertilizers based on other than natural phosphates.

Moroccan imports of seeds are now running at the rate of DH 3 million to DH 4 million (£210,000-£280,000) against £140,000 in 1960. As with fertilizers the United Kingdom share of the market has up to now been minimal. The market for seeds is thus a worthwhile one. This is particularly true in the case of sugar beet seed. Morocco is currently spending around £23 million on sugar imports annually, and plans an extensive programme of sugar beet cultivation, with the long-term object of reducing the drain on foreign exchange.

Industry

Industry, which accounts for 13 per cent of the GDP, of which the most important branches are food and beverages, is concentrated mainly around Casablanca. The 'modern' sector employs some 70,000 workers with the addition of a further 30,000 during seasonal peaks. A further 125,000-400,000 are employed in traditional handicrafts.

Mining

Mineral production, although diversified, is dominated by phosphates and output has been steadily expanding since 1960. Future prospects are undoubtedly good. This sector is run by a Government monopoly (the *Office Chérifien des Phosphates* – OCP) which is by far the biggest commercial and industrial enterprise in Morocco. It has hitherto financed its development costs from current income, but in 1965 negotiated a (tied) loan of $24 million with the Export-Import Bank to finance further expansion. Present phosphate exports are almost 10 million tons per annum and go to an increasingly wide variety of markets.

OCP has also established a chemical complex at Safi on the southern coast, using phosphate rock as its raw material. The plant, which began production in 1965, will eventually manufacture a variety of finished and semi-finished chemicals (e.g. the highly concentrated fertilizers TSP and DAP) for use in the fertilizer industry.

OCP spends around £7 million a year on a wide range of goods and services needed for its operations. These include belting, electric and diesel motors, oils and fuels, vehicles and spares, explosives, cables, railway trucks, steel and iron bars and mining machinery of all kinds. The figure of £7 million excludes capital expenditure on such items as installations for the treatment of the mined rock and heavy equipment such as walking drag lines. A small proportion of OCP's needs are purchased direct from foreign manufacturers, but by far the greater proportion is purchased on the local market, i.e. through resident agents.

The remainder of the mining industry, whilst small in comparison with OCP, is, nevertheless, of some importance. Under the Three Year Plan, Government investment, through its agency the *Bureau de Recherches et de Participations Minières* – BRPM, in the industry (excluding OCP) totals £3.2 million for research and operation of the State-run mines. The private sector, in conjunction also with BRPM, is expected to invest £10.5 million during the same period.

The infrastructure

The Three Year Plan provides for Government expenditure of DH 122 million on roads, DH 55 million on railways, DH 48 million on harbours, DH 31 million on civil aviation, DH 57 million on telecommunications, DH 17 million on radio and television and DH 59 million for particular infrastructure projects. The Plan also provides for port extensions at Casablanca and Mohammedia (DH 95 million) and further electrification of the railway system (DH 14 million) to be undertaken *if additional finance is forthcoming outside the Plan.*

Power

The market for both capital and non-capital equipment in the power generation and distribution industry is an expanding one. Present installed capacity is approximately 400,000 kW (18 hydro-electric or thermal plants in service). 8,000 kms. of high tension line is employed. Consumption of electricity is anticipated to increase at the rate of 7 per cent per year.

Additional generating plant, to be brought into operation during the three-year period, includes three gas turbines (1 x 10 MW – 1 x 15 MW – 1 x 15.6 MW), one 60 MW group at Casablanca, a hydro-electric plant at Mechra-Klila, producing 23-25 kW, and one at Bou Areg producing 6.5 MW. Total costs amount to DH 95.9 million. Further development is planned beyond 1967. Although the necessary studies have been undertaken, no accurate forecast of equipment needed can yet be given. A further DH 80.2 million is to be spent on 60 kV and 150 kV transmission lines.

Tourism

Morocco is close to Europe, and its many and varied attractions for the tourist (not least of which is an excellent network of good roads) makes a rapid increase in visitors a virtual certainty. Up to now, however, the country has lacked hotels in the medium price range. It also lacks motels and holiday camps. An extensive programme of construction is planned which will create a considerable market for the whole range of hotel equipment.

The situation and outlook

Morocco is gradually overcoming an economic crisis of some magnitude, the origins of which lay in a lack of confidence among foreign and local investors, mounting budgetary deficits on both current and capital account, a lack of co-ordination in the use of foreign aid, and the failure to relate needs to resources. Strict fiscal measures, brought into operation in April 1964, have, however, had their desired effect in that the drain on foreign exchange has been stopped (to the extent that severe import restrictions imposed in October 1964 have largely been lifted), and the confidence of the investor is returning. A credit squeeze, however, remains in operation.

For the future, although Morocco is potentially rich by the standards of most developing countries, her ability to raise the standard of living and pay her way is handicapped by a rapidly increasing population and the under-utilization of her resources. The extent to which she can overcome these problems is largely dependent upon foreign aid, both financial and technical, success in attracting investment (both foreign and indigenous), and the use to which such aid and investment is put. The Three Year Plan will, if its aims are achieved, result in a small increase in production per head and in the standard of living. Much depends, too, upon the country's ability to find secure outlets for its agricultural produce. It is heavily dependent upon France in this respect, and association with the Common Market, for which Morocco is negotiating, is expected to be of considerable importance.

In common with those in other developing countries, Moroccan importers seek the longest possible credit to the extent that it is often the length of credit rather than price or quality which determines the success or otherwise of a sale. It is here that British exporters often find themselves at a disadvantage with their American, French and German competitors. Since Morocco suffers from a shortage of foreign exchange, the larger development schemes are usually awarded to suppliers or contractors under Government-to-Government loans. Morocco also receives, however, an increasing amount of aid from such international bodies as the IBRD, the IDA and various United Nations specialized agencies and projects financed from these sources are, of course, put out to international tender.

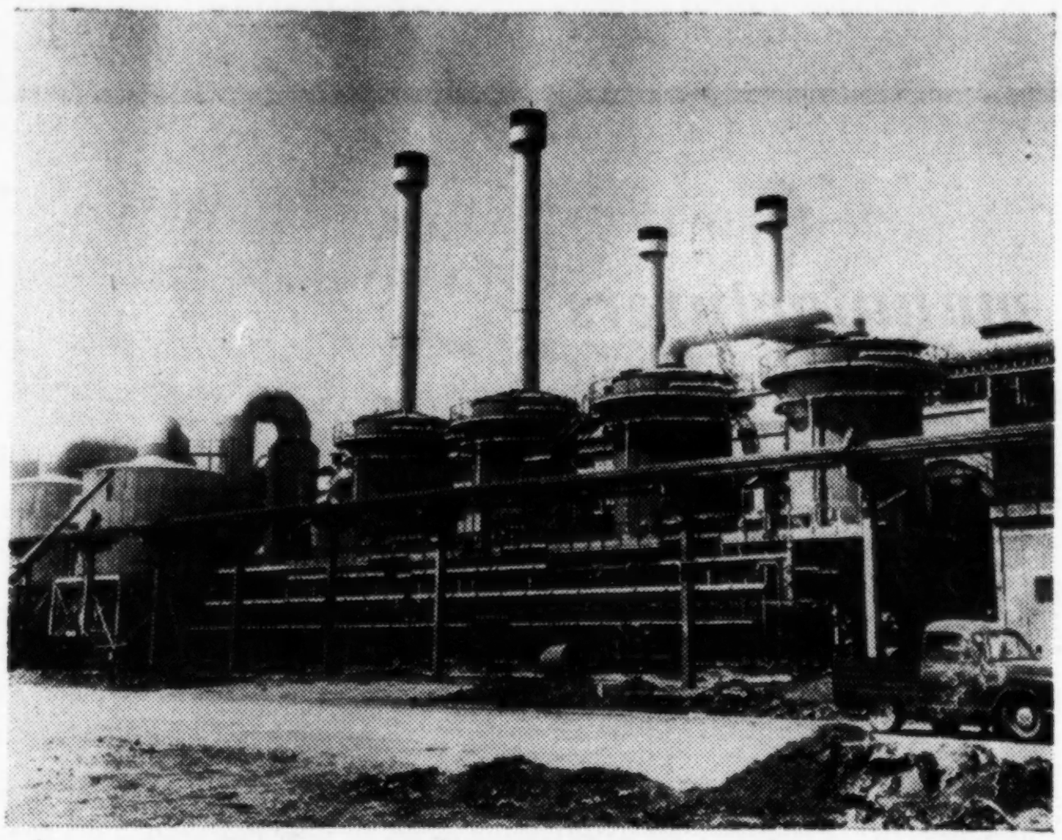
The market remains strongly orientated towards France, a tendency which 10 years of independence have done little to reduce. The reasons are clear: heavy French investment in all spheres of business, industry and the infrastructure during the Protectorate, and ignorance of other sources of supply, has ensured a continuing demand for French goods and services, and French standards and specifications, and not least the language, naturally prevail. Whilst it would be unwise to discount the advantages the French exporter thus enjoys over his competitors, there is on the one hand a desire on the part of the Moroccan authorities to avoid too great a dependence upon one source of supply, and, on the other, an increasing number of Moroccan importers anxious to establish links with newcomers to the market.

Import policy

The Government's import policy, aimed at conserving foreign exchange and protecting local industry, is achieved both by import licensing and the imposition of high tariffs on selected goods. All imports from sources other than the franc area require to be licensed. The import programmes are:

(i) The **General Import Programme** (PGI), issued annually, which establishes global quotas for 'essential' imports. It comprises one list of quotas where the limits may be exceeded if necessary, and a second list where quotas cannot be exceeded.

(ii) **Bilateral agreements.** Morocco has signed bilateral trade agreements (in some cases bilateral payments agreements) with 28 countries. The trade agreements comprise, in the main, quotas for non-essential imports. The trade agreement with the United Kingdom specifies quotas valued at a total of £1.4 million, and is renewed annually as from January 1 of each year. There is no commitment on the part of the Moroccan Government to issue import licences for the whole of that amount, however – the agreement provides that licences will be issued on application *within* the agreed quotas.



Part of the chemical complex at Safi.

Licences are valid for six months from the date of shipment and are in no circumstances renewable. They constitute a guarantee that foreign exchange is available for the shipment to which they refer, but balance of payments difficulties may affect the issue of such licences. The licensing system is occasionally slow in operation. This is particularly true at the beginning of the year when credits authorized under the previous year's general import programme have been exhausted and the new allocation is as yet unapproved.

Distribution of trade

Of the 143 countries exporting to Morocco during 1964 (the latest period for which fully detailed Moroccan import and export statistics are available), the United Kingdom ranked fifth. Impressive as that might appear at first sight, an examination of the figures shows the comparison to be very misleading, for British exports amounted to only £4.9 million, a mere 3 per cent of the total. In the same year the United Kingdom imported Moroccan goods valued at £10.6 million, leaving a balance in Morocco's favour of £5.7 million, most of it represented by phosphates (£4.7 million).

Marketing

The main opportunities for an expansion of British exports are to be found in the capital goods market, though this does not mean that the market for consumer goods and consumer durables should be written off, but for some years to come this seems likely to be a static or even a contracting market.

Criticisms directed against British exporters by Moroccan importers include:

(i) higher prices than those quoted by other potential suppliers.

The differences are sometimes considerable, and it is unfortunately no valid defence to reply that superior quality is thereby obtained. The fact is that customers often prefer some loss in quality in the knowledge that the goods in question will have to be replaced that much earlier if the price is thereby competitive.

(ii) Length of delay in delivery of goods.

The British exporter's French competitor has an advantage in that the French Mediterranean ports are close to Moroccan ports and connected by frequent shipping services. Direct sailings from the United Kingdom to Morocco are by no means as frequent, and British exporters must be able to offer delivery to a British port at least a month ahead of their French competitors.

(iii) The length of credit offered does not always compare favourably with that offered by other exporters.

Not all criticisms on this score have proved to be well-founded, but better terms are offered by Japanese and by continental suppliers in a number of cases. The long-term aid afforded particularly by France is, as has already been shown, a considerable obstacle, but it is not insuperable. The services provided by Export Credits Guarantee Department should naturally be considered in this connection.

To be successful in this market it is essential to be represented by a local agent. The agent, usually operating from Casablanca (the commercial centre of the country), will either have his own means of distribution covering the whole country, or will act as importer/wholesaler. Previously, manufacturers whose products required a high degree of skill in their handling or after-sales service, found those agents among the French businesses. There is now, however, an increasing tendency towards Moroccanization, encouraged by the Moroccan Government and assisted by the gradual withdrawal of the French commercial community.

Points to watch

1. Of vital importance is the need to correspond *in French*. This cannot be over-emphasized. English is not spoken and correspondence and brochures in that language are quite useless.

2. By the same token all specifications must be quoted in the metric scale and all prices in local currency.

3. The authorities will purchase as great a proportion of their needs as possible on the local market rather than direct from principals abroad. A local agent is therefore essential.

4. Exporters new to the market should preferably pay an initial visit, and it is equally important that those already established should pay regular visits to keep themselves informed of developments. (A direct air service between London and Tangier has recently been inaugurated, whilst services via Paris connect London with Rabat, Casablanca and Tangier.) Competition is fierce, and little success can be obtained simply by the despatch of brochures.

5. The failure of manufacturers, unable to submit an offer themselves in response to calls for tenders not issued publicly, to pass on details to others known to be interested, has resulted in the loss of potential orders. It is important for the success of the country's export effort generally that information about potential business, acquired by an exporter but not of direct use to him, should be passed on to others.

Addresses

The Commercial Section of the British Embassy, Rabat (BP 45, 28bis Avenue Allal ben Abdallah. Telephone 20905, 20906, 31403, 31404, 32996. Telex 31022), the Consulates-General at Casablanca (BP 762, 60 Boulevard d'Anfa. Telephone 61441) and Tangier (52 rue d'Angleterre. Telephone 15895), the British Chamber of Commerce at Casablanca (Immeuble Banque Ottomane, Place du 16 Novembre. Telephone 654-71), and the *Banque Marocaine du Commerce Extérieur* (241 Boulevard Mohammed V, Casablanca. Telephone 722-44. Telex 21975) are always prepared to assist exporters to the market by providing a range of information and advice. In addition the Embassy and Consulates-General can, with sufficient advance warning, arrange appointments with prospective customers, whether government or private.

Opportunities in Morocco

FIFTY-ONE tenders dealing with Morocco have been published so far this year by the *Export Service Bulletin* – they include:

Bulletin No.	Tenders	Ref. No.	Closing Date
B 42/66	Agricultural Machinery	ESB 7900/66	14/3/66
B 59/66	Printing, Photographic & Photo Equipment	ESB 11707/66	9/4/66
B 73/66	Boiler & Turbo Alternator	ESB 14533/66	Not Stated
B 83/66	Sanitary Fittings & Plumbers' Materials	ESB 16075/66	10/5/66
B 137/66	Tin Plates	ESB 26070/66	31/7/66

In addition the following Export Ops, and Market Pointers were also published:

	Export Opportunities		Publishing date
B 44/66	Television Assembly. Test Equipment	ESB 8126/66	2/3/66
B 99/66	Refrigerated Vehicles	ESB 19527/66	20/5/66
B 121/66	Lathe, Saws, Transformers	ESB 22891/66	22/6/66
B 137/66	Dry Battery Components	ESB 25187/66	14/7/66
	Market Pointers		
B 11/66	Airport Conversion	ESB 2112/66	17/1/66
B 11/66	School Building Programme	ESB 2112/66	17/1/66
B 30/66	Radio & Television Centre	ESB 2112/66	10/2/66

MOVING TO A DEVELOPMENT AREA—8

Penzance welcomes Nuneaton shoe manufacturers

AMONG the many firms who have been unable to find the labour they needed or the space to expand in their present localities and who have sought and found the solution to their problem in the South-west are Finn Shoes Ltd. of Nuneaton, Warwickshire.

Finn Shoes commenced the volume production of moulded footwear as long ago as 1953 and over the years production at Nuneaton has grown to a present 25,000 pairs of men's, boys', ladies' and girls' moulded footwear per week, which they distribute through wholesale, mail order and multiple outlets. By November 1964, the company were ready to extend their production to infants' shoes, but were inhibited by the twin problems of labour and space.

Mr. J. A. Finn, managing director, then turned his mind to the West Country and in December 1964 set out on a tour to see what the South-west had to offer. His search narrowed on the area west of Truro and the final choice went to Penzance. Mr. Finn reports that throughout his tour he was received by local authorities and others with a real spirit of welcome and co-operation and in Penzance with open arms.

Inside view of Finn Shoes new factory on the A30 road at Penzance. Photo shows the clicking room where uppers are cut and prepared before closing.

Close contact with Board of Trade

Throughout this period, the company kept in close contact with the Board of Trade whose officers were able to tender advice and make suggestions. Having found a suitable site, the company negotiated a building grant through the South-western Regional office of the Board of Trade and then proceeded to draw up a timetable. The timetable, said Mr. Finn, was very ambitious, it was one that worked and one that demonstrates what can be achieved when a group of purposeful men work together as a team. The programme went something like this: January 20, 1965, instructions to architect; March 16, 1965, instructions to builders; March 22, 1965, builders arrive on the site; June 26, 1965, first consignment of shoe machinery delivered; June 30, 1965, four key workers arrive in Penzance where they are adequately housed by the Borough Council; August 1965, 14,000 square feet factory completed and 53 local people commence training.

One of the problems that faced the company was introducing factory life to people, who, by their background and nature, were not accustomed to indoor work. Whilst this proved an initial problem the company soon found that their employees quickly adjusted themselves and became skilful in operation.

Plans to increase production

Today Finn Shoes employs 91 local people who with the four original imported key workers, produce some 6,000 pairs of infants' shoes each week. Plans are in hand to increase production to 10,000 pairs a week. Most of the production is for the home market though with increased production the company may embark on an export drive.

By setting up a factory in Penzance, the company have provided work mainly for young people. The majority of their labour force being between 15 and 22, but the management speak very highly of this labour force, which they say has proved very receptive to training and industrial behaviour.

No communication problems

The company have overcome any communication problems and now run their own transport, which leaves Nuneaton each Monday morning, loaded with materials, arriving at Penzance by 8 a.m. on the Tuesday then returning immediately loaded with finished goods, arriving at the Nuneaton head office by 8 a.m. on the Wednesday.

'We do not regret our move to Penzance' reports Mr. Finn, 'the whole effort made by management, building team and shoemaking staff is now showing very sound results. We have a most pleasant and first-class site on the main A30 road within half a mile of British Rail's main goods depot, and we are also virtually next door to the BEA heliport, which we hope one day may extend its service to Birmingham or Leicester'.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

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I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Prime Minister's statement on the economic situation

MR. HAROLD WILSON, the Prime Minister, made the following statement on the economic situation in Parliament on July 14:

'The House will be aware that sterling has recently been under some pressure as a result of several abnormal factors predominant in which has been the seamen's strike. It was known that the seamen's strike would be costly to the country for as long as it lasted and the publication of the reserve figures for June, during the whole of which period the strike was in force, has had an unsettling effect abroad and wrong deductions have been drawn about Britain's long term economic position from the price we had to pay in the short term.

'The House will, however, be aware that this short-run price was something which we deliberately accepted from the outset, not least because of our determination to make the prices and incomes policy effective. The effects on sterling and on our long run economic position had we taken any other course would undoubtedly have been serious and lasting.

'At the same time, other short-run factors including a rise in import prices, particularly copper, have aggravated the temporary speculative strain on sterling.

'I have repeatedly made it clear that the Government will not hesitate to take whatever measures we regard as necessary to ensure the balance of the economy, to strengthen our balance of payments and to maintain the strength of sterling. The House will be aware that Bank Rate has today been raised to 7 per cent. There were, of course special and compelling reasons for this quite apart from the factors I have mentioned, reasons deriving from the fact that, owing to the growing shortage of liquidity, interest rates and central bank rates are rising all over the world particularly in Europe.

'In addition, the Bank of England has this morning announced a further call from the clearing banks for special deposits, which will reduce bank liquidity by a further figure of nearly £100 million. This is, of course, in addition to the announcement by my right hon. Friend the Chancellor of the Exchequer two days ago about the limit of credit.

As the *Journal* went to press the economic measures referred to were expected to be announced by the Prime Minister in Parliament on July 20.

'These short run factors I have mentioned have, of course, been given their place in the Government's review of the state of the economy, particularly the prospects for the balance of payments. We have reviewed the internal situation including the deployment of resources and the state of pressure in the economy, the recent increase in imports, the movement of incomes and prices, the trend of demand, and also the rate of growth of overseas expenditure.

'As the House knows, the effect of the tax measures, including the Finance Bill, together with the tight grip still maintained and now intensified on monetary policy, will have substantial disinflationary effects later in the year. We believe, however, that further measures will be necessary both as regards the internal situation and overseas Government expenditure, and that these measures should be related to the broad economic strategy we have been following particularly with regard to the balance of payments.

'This review is now proceeding and I intend to make a further statement in the House in the near future about the measures we shall propose which will have the effect of providing the restraint that is necessary in internal demand, public and private, particularly the redeployment of resources according to national priorities, and also the steps needed to make a substantial reduction in overseas Government expenditure which is running at a rate excessive in relation to our resources and is a major impediment to the restoration of balance in our overseas payments.

'I cannot anticipate the statement I intend to make, but it will be made in good time before the House adjourns for the Summer Recess. I can assure the House that when it is made it will be regarded as real further proof of our resolve and determination to balance our payments and to strengthen the pound at home and abroad. The statement I shall make will provide measures necessary for dealing with the longer term problems we face since it is important not to allow the short-run factors such as the seamen's strike and its effect on monetary movement and on the trade balance to distort our position in its true perspective.

'In the first five months of this year, which included the early days of the seamen's strike British exports were running at a rate 9 per cent higher than in the same months of last year and all the indications were and are that our exports would continue to rise at a substantial rate. It is on our export drive, and our determination to reinforce our export drive that the achievement of our long run economic and social aims and the maintenance of full employment and, equally, the strength of sterling and Britain, depend.'

Discussion on the Prime Minister's statement is given in Hansard cols. 1735-1738.

Industrial Reorganization Corporation Bill

THE OBJECT of the Bill (which was published on July 12) is to set up the Industrial Reorganization Corporation as a statutory body, with the function of stimulating and assisting industrial concentration, rationalization and development, as described in the White Paper on the Corporation (Cmnd. 2889) which was presented to Parliament in January 1966. The following are the most important clauses.

Clause 2. With the aim of increasing industrial efficiency and assisting the economy of the United Kingdom or any part of it, the Corporation may promote or assist the reorganization or development of any industry or section of an industry; or, if requested to do so by the Secretary of State may establish or develop, or promote or assist the establishment or development of, any industrial enterprise. ('Industry' is to be construed as including any description of commercial or financial activity.) In particular, the Corporation is empowered to buy, sell and hold securities; form companies; make loans and give financial guarantees; and acquire premises, plant, machinery and equipment and place them at the disposal of others. The power to give guarantees is to be subject to a financial limit imposed by the Secretary of State with the Treasury's approval. The Secretary of State may, after consulting the Corporation give it directions of a general character relating to the exercise of its functions.

Clause 4 empowers the Secretary of State to make loans to the Corporation, within the total financial limit of £150 million imposed by Clause 7. The Secretary of State, with the approval of the Treasury, will determine the terms and conditions on which loans are to be made. The Treasury are enabled to provide the Secretary of State from the Consolidated Fund with any money he requires in order to make loans to the Corporation.

Clause 5 empowers the Secretary of State, with the Treasury's approval, to invest sums in the Corporation, up to a limit of £50 million and within the total financial limit of £150 million imposed by Clause 7. The Secretary of State may raise the limit of £50 million by means of an Order requiring an affirmative resolution by the House of Commons. Sums invested are to be defrayed out of moneys provided by Parliament. In return for receiving these investments, the Corporation is to pay dividends to the Secretary of State. The Corporation is to decide in respect of each accounting year what amount (if any) it should propose to pay in dividends. The Secretary of State has then to consider whether, with the Treasury's consent, he will accept the Corporation's proposal; or whether, with the Treasury's consent and after consultation with the Corporation, he should determine that some other amount should be paid. The Secretary of State may, again with the Treasury's consent and after consulting the Corporation, recommend in advance the amount of any dividend payments which he considers that it would be reasonable for the Corporation to seek to make in respect of any future period; and the Corporation is to be obliged to conduct its affairs during the

(*Continued on next page*)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

INDUSTRIAL REORGANIZATION CORPORATION BILL, *continued*

period to which any recommendation relates with a view to putting itself into a position to make a payment of the amount recommended. In considering what dividend payment it should propose to make in respect of any period, the Corporation is to have regard to any recommendation it may have received.

Clause 7 sets an overall limit of £150 million on the funds which the Corporation is to have put at its disposal, and the guarantees which it may give. This limit is to cover the outstanding amount of the principal of any loans which the Corporation may have guaranteed; the principal of any loans which the Corporation may have received; any sums invested in the Corporation by the Secretary of State; and any expenditure incurred by the Treasury in fulfilment of guarantees of temporary loans to the Corporation, and not already repaid to it by the Corporation.

Clause 9 requires the Corporation to make a full annual report to the Secretary of State on the performance of its functions. The report is to set out any general directions the Secretary of State may have given to the Corporation during the year in question, and any recommendations he may have made as to the amount the Corporation should seek to pay in dividends in respect of any period ending after the beginning of that year. It is also to provide details of any securities acquired or disposed of by the Corporation during the year and of the securities held by it at the end of the year (including the period for which each of these securities has been held). In addition, the Secretary of State may direct the Corporation to include in its report any additional information about its projects, past and present activities and financial position that he may require. The Secretary of State is to lay a copy of the report, together with the Corporation's statement of accounts and its auditor's report, before each House of Parliament.

Copies of the Bill are available from HMSO, PO Box 569, London, S.E.1, at 1s. 9d.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965 the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed merger between The British Motor Corporation Limited and Jaguar Cars Limited to the Monopolies Commission under the provisions of that Act.

Note:

The Board of Trade announced earlier this year that they now proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicized their decisions only in those cases where a merger had been referred to the Monopolies Commission.

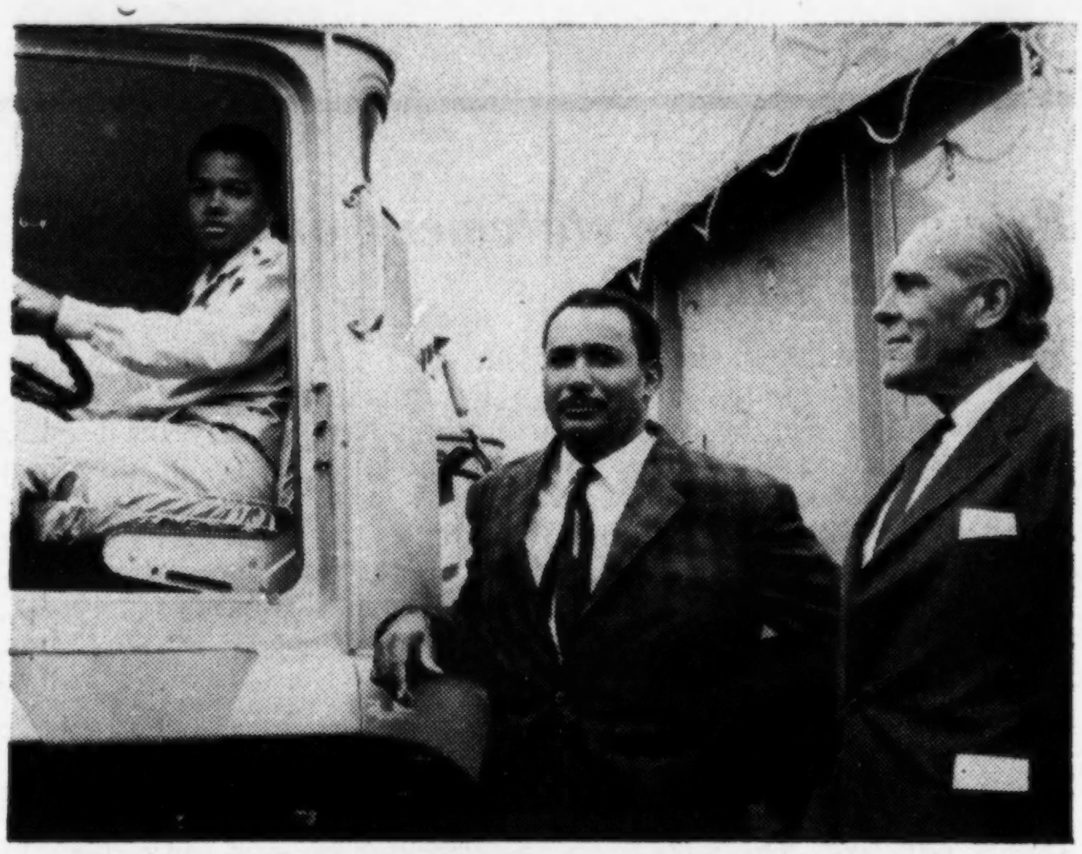
This announcement is the sixth under this new procedure.

Imports of hops for the period September 1, 1966 to August 31, 1967

THE BOARD OF TRADE announce in Notice to Importers No. 1156 dated July 13, 1966, that, as provided under Article 2(1) of the Hops (Import Regulation) Order 1961 and after consultation with the Permanent Joint Hops Committee, the normal quota for imports of hops in the 12 months commencing September 1, 1966, will again be 12,000 cwts. The Order does not restrict imports of hops which are both grown in and consigned from the Commonwealth or the Republic of Ireland.

The allocation of the quota will be based on brewers' import requirements as notified by them to the Permanent Joint Hops Committee. The Committee will inform each brewer of his agreed allocation and authorize his nominated importing merchant to submit his applications direct to the Board of Trade up to the total of his nominations.

Licences will be made valid for imports from September 1, 1966, to August 31, 1967. Should the English crop be insufficient to meet brewers' requirements of English type hops, supplementary licences may be granted.



Some of the first trucks in a £¾ million contract placed by the Mali Government with the Leyland Group were officially handed over at Scammell Lorries Watford works by the Company's sales director, Mr. B. L. Braithwaite, on July 12. Picture above shows Mr. Aw, 13-year-old son of Mali's Minister of Transport, at the wheel of one of the 20-ton, articulated vehicles. In the centre is Dr. H. Corenthin, general director of the Ministry of Transport of Mali, and (right) Mr. B. L. Braithwaite, Scammell sales director.

Licensing of imports from East Germany

THE BOARD OF TRADE have announced in Notice to Importers No. 1157 dated July 16, 1966, revised arrangements for the licensing of imports from East Germany for 1966.

General

Arrangements for trade between the United Kingdom and East Germany for the calendar year 1966 were set out in Notice to Importers No. 1140 dated January 29, 1966. The Confederation of British Industry have now announced that a revised arrangement has been concluded between them and the East German Chamber of Foreign Trade providing, in many cases, for a greater volume of imports during 1966. The value of licences already issued under the earlier arrangements for 1966 will be set against the revised quotas.

It has also been agreed that, as from January 1, 1967, licences will be issued up to totals not exceeding 50 per cent of the 1966 quotas, for the six month period ending June 30, 1967. This Notice details the licensing procedure.

Goods on Open General Licence

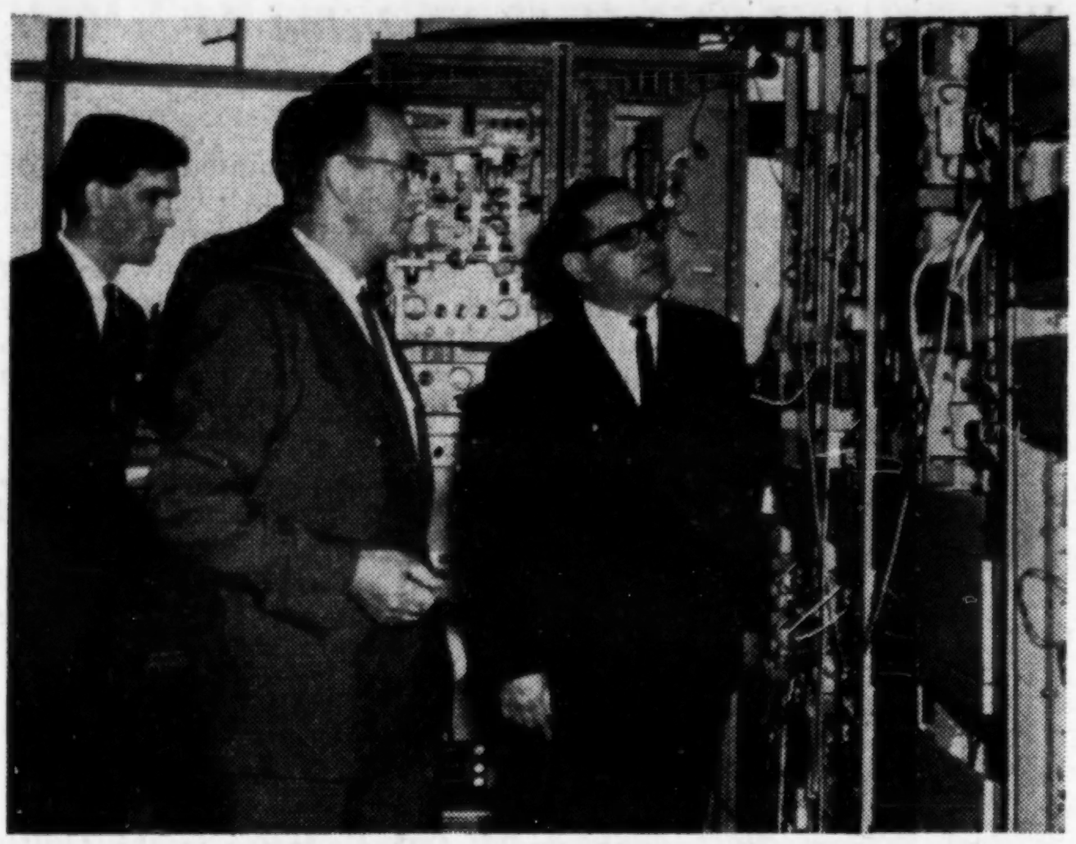
All goods hitherto imported under the Open General Licence will continue to be so admissible, i.e. without the need for individual licences. They are listed in full in the Second Schedule of Notice to Importers No. 1100.

Goods on quota

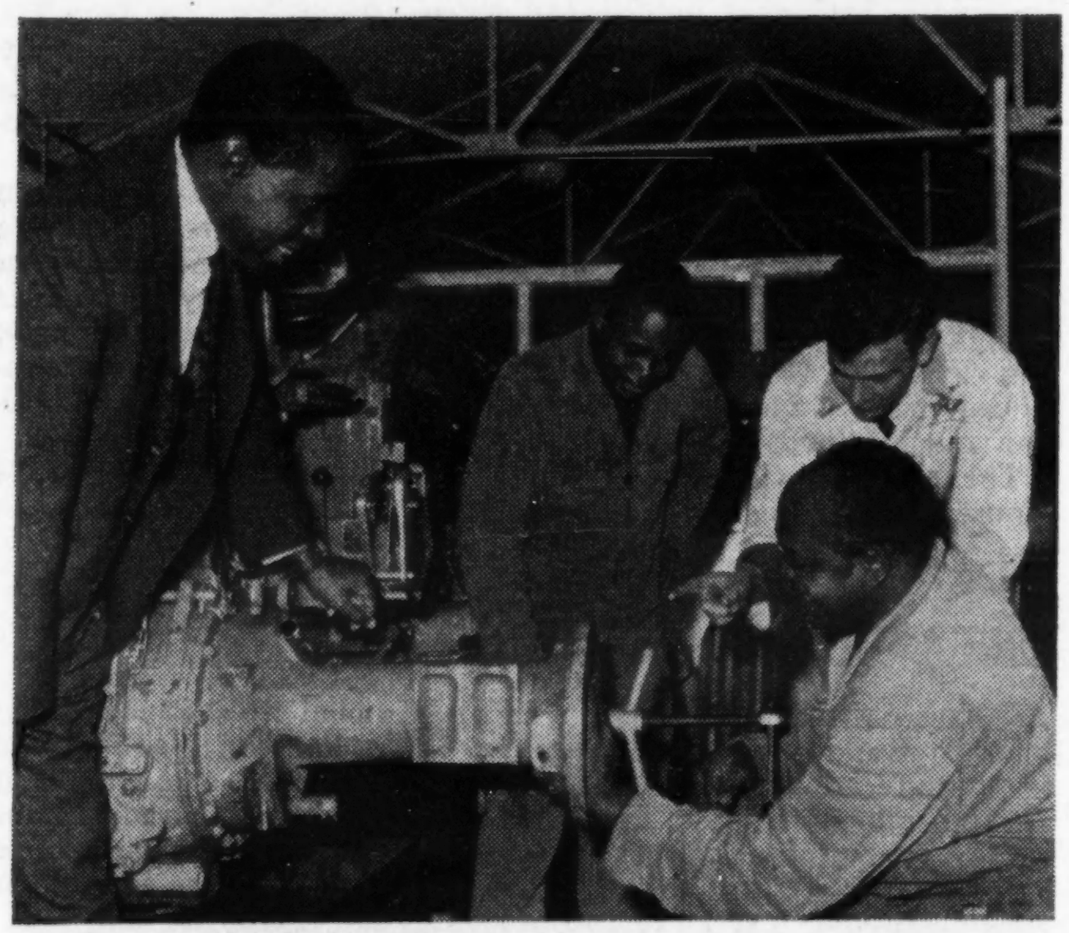
The annex to this Notice lists the goods on quota and licences will be issued to the values or quantities shown only on the production of quota certificates issued by the appropriate East German trading organization i.e. on the same basis as has applied for many years. (The quota list also appeared in the *Board of Trade Journal* of June 24, page 1431-1432). It will be noted that the quota numbering has been changed. Most certificates will now be marked '1966 REV' and the quota numbers will accord with those shown in the annex to the Notice.

Applications for licences

All applications for licences should be made on Form ILB/A and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. accompanied by the appropriate quota certificates. On page three of the application form, only the applicant's name, address, and reference (if any) and the country of consignment and origin (East Germany) should be entered.



General F. J. Medal (right), Director-General of Communications for the Central American Republic of Nicaragua, visited the radio systems laboratory of GEC (Telecommunications) Ltd., Coventry, recently. In the picture Mr. J. P. Stove, deputy chief radio engineer, describes equipment to General Medal, who later saw the electronic telephone exchange at Leamington Spa which was built by the company.



Mr. Nephas Tenbo, Parliamentary Secretary to Zambia's Ministry of Mines and Co-operatives, shows a keen interest in the work being done by these Zambian students at the Massey-Ferguson School of Farm Mechanization near Coventry. After training, the students will return home and their skills will be passed on to Zambian tractor drivers and mechanics concerned with the operation of Massey-Ferguson tractors and implements in the pilot agricultural mechanization schemes in the Barotsie, Central and Southern provinces.

Temporary exports of British aircraft

HM CUSTOMS AND EXCISE announce that a new Specification Form XS 29A is being introduced specially for use with British-owned aircraft which are temporarily exported not on carnet. This form will replace Specification Form XS 29 which is a general form for use with British exports but which is not entirely suitable for temporary exports of aircraft. The new form will be introduced on August 1, 1966 and will be obtainable from Customs and Excise Offices.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 5.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Formic acid . . .	As in previous column .	December 31, 1966	6890
29.14	Geranyl 5:9:13-trimethyl-tetradeca - 4:8:12 - trienoate.	Gefarnate . . .	December 31, 1966	6740
29.19	Di-*n*-butyl phenyl phosphate.	Dibutyl phenyl phosphate	December 31, 1966	6877
29.21	1:3-Di-(4-methyl-1:3:2-dioxaborinan-2-yloxy) butane.	22′ (1 Methyltrimethylene-dioxy) bis-(4 methyl 1, 3, 2 dioxaborinane.	December 31, 1966	6861
29.21	Di-(4:4:6-trimethyl-1:3:2-dioxaborinan - 2 - yl) oxide.	22′ Oxybis (4, 4, 6 trimethyl 1, 3, 2, dioxaborinane.	December 31, 1966	6862
29.26	Hexamine 3-chloroallylochloride.	1-(3-Chloroallyl)-3, 5, 7-triaza - 1 - azoniaadamante chloride.	December 31, 1966	6878
29.30	1 - Chloro - 2 - *iso*cyanato - ethane.	2-Chloroisocyanatoethane or 2 - Chloroethylisocyanate.	December 31, 1966	6881
29.35	5 - Amino - 3 - methyl - 1 - phenylpyrazole.	5 - Amino - 1 - phenyl - 3 - methyl-pyrazole.	December 31, 1966	6880
29.35	1 - *n* - Butylpiperidine - 2 - carboxy - 2:6 - xylidide hydrochloride.	As in previous column .	December 31, 1966	6879
29.35	Picoline, mixed isomers .	Mixed picolines . .	December 31, 1966	6888

Note: The following is a re-advertisement, under a revised definition, of a current exemption.

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
39.01	Nylon 66 in the forms covered by Note 3 (*b*) of Chapter 39, which on ignition yields not less than 0·02% and not more than 2·0% by weight of ash consisting mainly of titanium dioxide and which, when dissolved in aqueous formic acid containing 90% by weight of formic acid to give a solution containing 8·4% by weight of nylon 66, increases the dynamic viscosity of the solvent by a ratio not greater than 50·0, both viscosities being measured at 25° ± 0·05° centigrade in a U-tube capillary viscometer by the method described in British Standard 188;1957.	Nylon 66 in the forms covered by Note 3 (*b*) of Chapter 39, containing titanium dioxide which does not exceed 2% by weight of the product.	6800

Importance of import substitution

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, speaking at a luncheon to celebrate the receipt of more than 500 orders for computers in the ICT 1900 series, said: 'The Government consider it essential that there should be a strong, independent and growing British computer industry. We welcome the fact that one-third of your orders come from abroad and that the machines when they are sold will directly help our balance of payments. If every industry in Britain had a similar record we should not have much to worry about. Even so, there is still more that can be done. Import substitution is quite as important as export promotion, and I am glad to see that ICT is becoming less dependent on the importation of certain kinds of peripheral equipment such as faster types of magnetic tape handlers. We would like to see at least some of the configurations in the 1900 series with virtually 100 per cent United Kingdom content both to improve our payments position and to strengthen the industry still further.'

Rhodesia tobacco target

ASKED to comment on the announcement made in Salisbury about Rhodesia's tobacco crop, Mr. Arthur Bottomley, Commonwealth Secretary, said on July 15:

'The British press has reported extensively the announcement by the Smith régime that the target for next year's tobacco crop is to be 200 million pounds and that the régime will pay the tobacco farmers 28 pence a pound for the crop if by next year the normal selling arrangements by public auction have not been restored.

'The target of 200 million pounds for the 1966-67 crop is some 40 to 50 million pounds less than the estimate for this year's crop. If the new target were to be realized the farmers would receive between £23 and £24 million as compared with £32-£35 million which they normally receive. This represents a drop of over £10 million in the farmers' receipts from tobacco. But the new figures are merely target figures. Credit is the lifeblood of the tobacco farmers, and they will need credit immediately for the seeds, fertilizers and equipment for the next 12 months. The farmers as practical agriculturalists will wish to know how the régime intends to finance the planting of a target crop of 200 million pounds and how it will find the money to pay them some £23 to £24 million if a crop of this order is planted. This sum will, of course, be additional to the money which the Government-sponsored Tobacco Corporation must find to pay the farmers for this year's crop. The tobacco farmers will have taken note that the régime's policy directive is silent on both these points.

'In deciding how much reliance they can place on the régime's promissory note which does not fall due to be paid until this time next year, the farmers will no doubt have in mind what is happening so far to their tobacco this year.

'At the prices fixed by the Government-sponsored Tobacco Corporation the farmers could have expected to receive an average of 24 pence per pound. But on the best evidence available the prices paid by the Government have been averaging no more than 20 pence per pound, and there have been numerous complaints from farmers that the Tobacco Corporation have been deliberately downgrading the tobacco sent for sale to depress farming receipts. Since the régime has abandoned public auctions for private treaty sales, the farmer had no redress. If he does not sell to the Tobacco Corporation he cannot sell to anyone else, and if he does not sell he cannot live.

'As a result of international co-operation the countries which traditionally took 90 per cent of the Rhodesian tobacco crop have placed an embargo on the imports of all tobacco from Rhodesia. It is, of course, in the interests of the régime to put abroad rumours of extensive sales to new markets, but there is no evidence that it has been able to get round the international embargo. It is reasonable to assume, therefore, that the great proportion of this year's tobacco crop will have to be bought in by the régime and stored in Rhodesia.

'The new policy directive to the extent that it is accepted by the tobacco farmers will only put off the inevitable day of reckoning. Though the full impact of sanctions on the farmers would be further delayed by a policy of internal subsidies, this in its turn must raise many problems of economic management for the régime. Not the least of these would be the difficulties caused by the storage of the greater part of this year's crop and the effect on future demand should a large part of the 1966 crop be left unsold in the hands of the Tobacco Corporation.'

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Woman industrialist appointed to export committee

THE first woman to be appointed to one of BNEC's area bodies is Mrs. Elsie Lawson, who is joining BNEC Asia Committee.

For the past six years Mrs. Lawson has been chairman of Helix (Universal) Company Limited of Lye, Stourbridge, Worcestershire, and during this time has travelled more than 150,000 miles, visiting some 70 countries overseas. Her activities have resulted in a 100 per cent increase in exports for her company which is a leading manufacturer of school equipment, drawing aids and geometry sets.

Mrs. Lawson was awarded the OBE last year for services to British exports. Chairman of the Committee is Mr. Michael Montague.

New export association formed

COMPANIES REPRESENTING the bulk of the industry in the United Kingdom providing postal machinery, equipment and supplies of all sorts from post office counter equipment to the most complex electronic letter and parcel sorting machines, have formed a new association to be known as the British Postal Equipment Engineering Association. The principal object of the Association will be to promote the export of postal machinery, equipment and services to postal authorities throughout the world and to provide a wide range of services to its members to enable them to take full advantage of export marketing opportunities.

The companies met following a detailed and comprehensive study carried out by a Steering Committee which was appointed towards the end of 1965 following a meeting between the Postmaster-General and representatives of the industry in this country.

Much work has yet to be done, but with the new Association providing a focal point to the industry's endeavours, there is a high potential for expanding the sale of machinery and equipment overseas. The industry itself is confident of its ability to counter foreign competition with the wide range of advanced equipment now available from British manufacturers. The industry is convinced that technically it is way out in front of overseas competition and it intends to stay in that position.

The new Association will have its headquarters in Locomotive House, 34 Buckingham Gate, London, S.W.1.

EFTA Bulletin for July

AN EXPLANATION of the recent EFTA Council decision on drawback is given in the July issue of the EFTA *Bulletin*. Also included is a study of the fishing industry in EFTA, a major industry for most member countries, and figures for EFTA trade in the first quarter of 1966. Copies of the EFTA *Bulletin* can be obtained free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2479/2480).

Kennedy Round

THE TRADE NEGOTIATIONS COMMITTEE, which supervises the Kennedy Round negotiations in the GATT, reviewed at its meeting on July 8 the present position in the negotiations. The negotiations are now expected to move from early September into a period of more vigorous activity, and it is hoped to bring them to a satisfactory conclusion in the opening months of next year.

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UNCTAD shipping committee meeting

THE Shipping Committee of the United Nations Committee on Trade and Development (UNCTAD) met in Geneva on July 18. The meeting is expected to end on July 22. The British delegation to the Conference is being led by Mr. R. C. Bryant, Under Secretary, Shipping Policy Division, Board of Trade; and also includes Mr. J. R. Steele, Assistant Secretary, Mr. R. O. Goss, Economic Consultant, SP Division, and Lord Dunrossil, Foreign Office.

Supertanker 'Clementine Churchill' launched

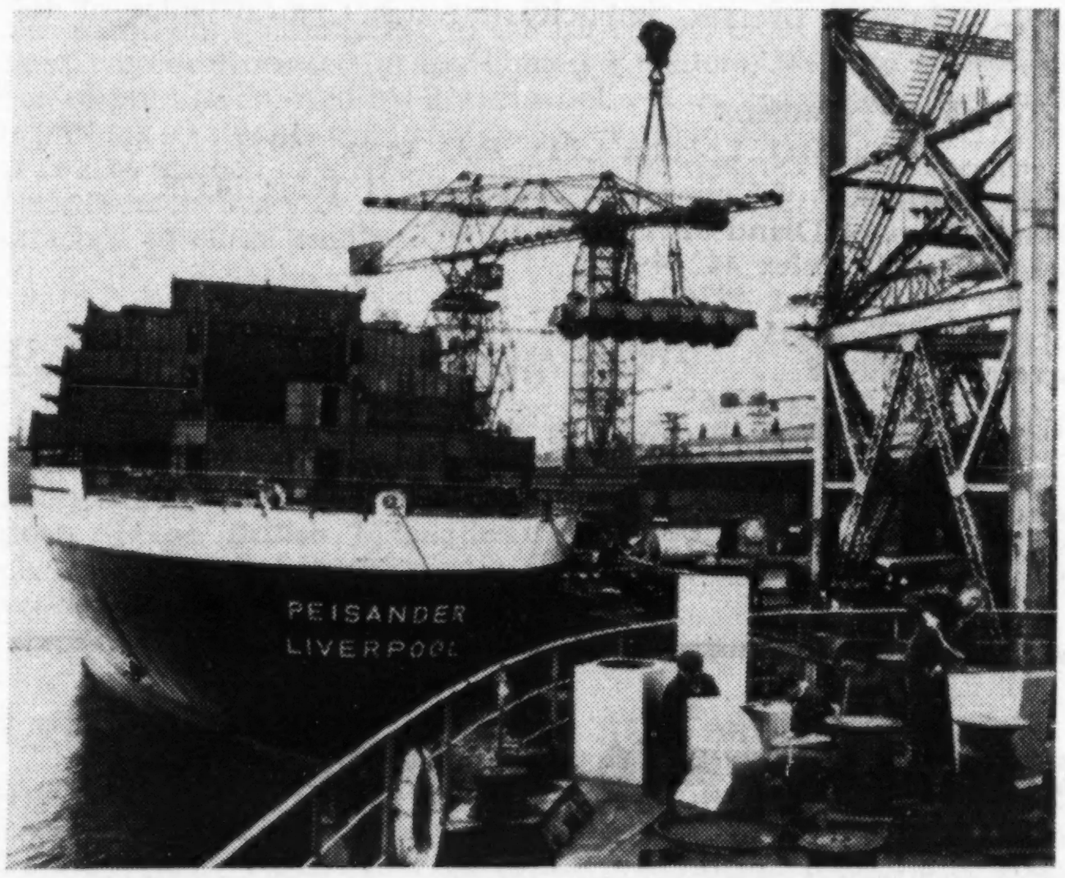
A SECOND 90,000-ton deadweight supertanker for the Norwegian shipowner Mr. Hilmar Reksten, of Bergen, was launched from the Tyne shipyards of Swan, Hunter and Wigham Richardson Ltd. at 4 p.m. on Monday, July 18. The naming ceremony was performed by Mrs. Christopher Soames, who christened the vessel 'Clementine Churchill' after her mother, Lady Spencer Churchill.

The 'Clementine Churchill' is sister-ship to the 'Sir Winston Churchill' completed by Swan Hunter for Mr. Reksten in January this year. She is the second British-built ship in a series of seven with an aggregate of 570,000 tons, ranging between 60,000 and 90,000 tons, ordered by Mr. Reksten from various Northern European shipyards.

Production of Churchill crowns ceases

BECAUSE OF falling demand, the Royal Mint has now ceased production of the Churchill crown, it was announced in the House of Commons on July 12. About 18½ million have been produced, of which more than a quarter have been exported. This far exceeds any previous issue, the next largest issue of crowns being in 1953 for the Coronation of the Queen. While stocks last, the Royal Mint is continuing to supply Churchill crowns through the banks and Post Office and to meet orders from overseas. The crowns are available to people in the United Kingdom at five shillings each. They are, of course, legal tender.

Overseas buyers can order direct from the Mint providing their order is for 200 crowns or a multiple of 200, or, alternatively, order through a local bank. The charge for 200 crowns despatched direct overseas is £52 10s. ($148), inclusive of postage, packing and insurance.



The 13,000 gross ton express cargo liner 'Peisander' is shown here being fitted out at Vickers, Newcastle. She is due to enter scheduled services to the Far East from the United Kingdom and ports in North Western Europe early next year. The photograph shows the second 130 ton assembly of the bedplate for the main engine being lifted on board.

Investment grants for ships — conditions affecting chartering

CLAUSE 5 of the the Industrial Development Bill enables the Board of Trade to pay investment grants of 20 per cent for approved capital expenditure on ships which are self-propelled and of more than 100 gross tons. The ship must be on the United Kingdom register; and fishing vessels are excluded, as they are provided for in other legislation (which is amended by Clause 27). The owner must be resident in Great Britain; if an individual he must be a citizen of the United Kingdom and Colonies; if a company, it must be incorporated in Great Britain (Northern Ireland may be covered by Northern Ireland legislation).

Under Clause 8 of the Bill, as amended in Committee, the Board has power to impose conditions on grants, including, in the case of ships, conditions relating to chartering. The President stated on Second Reading that conditions would include repayment of grant if a ship was demise chartered (i.e. leased without crew) by ineligible persons within five years. As there have been further inquiries, the Board of Trade now indicate the principles on which it is proposed to impose conditions on grants.

A grant will have to be repaid if, within five years in the case of a new ship, or three years in the case of improvement of an existing ship, the ship or its owners cease to satisfy the statutory requirements in Clause 5, or any conditions imposed by virtue of Clause 8. Conditions about chartering will include a provision that the Board of Trade must be notified if, within the same period, the ship is chartered, other than for a single voyage whether on voyage or time charter terms). The intention is to require repayment of the grant if a ship is chartered on demise by a person who would not qualify for a grant were he the owner; or if it is chartered on other terms by a non-resident at a rate below the current market rate.

A note for the guidance of shipowners will be issued when the Bill has received the Royal Assent.

Second clothing trade mission to Africa

SUCH has been the success of BNEC's recent clothing trades mission to Central and Eastern Africa that a similar mission will shortly be going to West Africa. This was agreed at the meeting held on July 6 between BNEC Africa and interested clothing and footwear manufacturers.

The projected mission will leave Britain during the last week of September and will be away for about three weeks. Countries to be visited are Nigeria and Sierra Leone, also the (Spanish) Canary Islands.

It is hoped that the mission will cover the whole range of made-up clothing and footwear, possibly also including textiles. The leader will be Mr. G. L. Legat, export executive of English Sewing Cotton, Tootal's Division, who was a member of the previous clothing trades mission to Africa.

Building materials mission to Libya

THE BUILDING MATERIALS EXPORT GROUP are sponsoring a trade mission to Libya in the autumn. It is proposed that the mission will leave London on September 22, returning on October 7. It will spend 10 days in Tripoli, four days in Benghazi and will probably take a day to visit the Fezzan area.

The purpose of the mission is to take advantage of the large potential which is known to exist in Libya for building materials. Libya has earmarked £400 million to be spent on building development of all kinds during the next five years.

The mission will qualify for the 50 per cent Assistance Grant given by the British National Export Council to help cover the cost of air passages to and from Libya, internal travel and hotel accommodation.

The Building Materials Export Group announce that it may still be possible to include one or two more representatives who may be interested, but it is essential that applications be made to Mrs. J. Humphries, BMEG, Panton House, 25 Haymarket, London, S.W.1 (Tel. Whitehall 6376) as early as possible, so that all necessary reservations may be made.

FANFARE FOR BRITAIN

THE CONFEDERATION of British Industry has recently issued a revised edition of its popular leaflet, *Fanfare for Britain,* which it offers as 'some notes on Britain's economy and industry to assist in the preparation of speeches or to provide topics for conversation'. The object is to present, in a condensed form, a large number of favourable facts and figures concerning the achievements of British industry, particularly in the export field. The leaflet begins with a run down of Britain's economy, closing this section with a summary:

'Britain has less than 0.2 per cent of the world's land area, has slightly less than 2 per cent of the world's population, is eleventh in population size and, among the larger countries, seventh in population density. We are the world's third largest trader. Sterling finances about one-third of the world's trade.

'Our national product has grown considerably in the last 10 years and our standard of living is among the highest in the world. We have had full employment for many years, but there have been dramatic changes in the distribution of the labour force; since 1945 our effort has shifted to the capital-intensive and research-based industries. In 1965 the volume of our capital investment was nearly 80 per cent higher than in 1955. Personal savings over the 10 years have increased from 3 per cent of our GNP to about six. The amount spent on research has more than doubled in the past nine years.'

Some British industrial achievements follow, including a section on exports in which Britain has world leadership:

'Britain is the world's largest exporter of agricultural tractors, commercial road vehicles (including chassis), woollen textiles, radio-isotopes, vacuum cleaners and washing machines, pianos, cycles, caravans, china clay, telegraph and telephone equipment, rubber tyres and tubes, cotton yarn and thread, paints, portable fire extinguishers and pre-stressing equipment.

'The United Kingdom also has the world's second biggest aircraft industry, office machinery industry and oil refining industry. She has the world's third largest glass industry, the fifth largest iron and steel industry, the largest petroleum chemical industry in Europe, the largest paper and board industry in Europe and the largest clothing industry in Europe. She is also the world's second biggest customer for petroleum and the second biggest supplier of equipment to that industry.'

This section concludes with a list of 18 recent export orders, all of them worth £2 million or more and headed by two for complete plants each worth £30 million. The third and last section gives brief analyses of the performance of 22 of the country's more successful industries over the 10 years from 1955 to 1965.

Limited supplies of the leaflet, *Fanfare for Britain* are still available and requests, for single copies only, should be sent to: Information Department, Confederation of British Industry, 21 Tothill Street, London, S.W.1.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
—and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal.* Since the campaign started, over 15,000 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

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Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
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Board of Trade North Wales Office

AS ANNOUNCED in the Welsh Grand Committee on July 6, the Board of Trade intend to establish a North Wales Office. It has now been decided to locate this at Dinerth Road, Colwyn Bay, where a number of other Government Departments are already housed.

The principal functions of the new Office will be to deal with location of industry and export promotion in North Wales under the general guidance of the Board of Trade Office for Wales in Cardiff.

The area to be covered by the North Wales Office will be the counties of Anglesey, Caernarvon, Merioneth, Flint and Denbigh.

NEDC committee for the electrical engineering industry

MR. FRED CATHERWOOD, director general of the National Economic Development Council, has announced the reconstitution of the Economic Development Committee for the Electrical Engineering Industry. The members of this committee were appointed in May 1964, to serve for a period of two years. Mr. George Brown, First Secretary of State and chairman of the NEDC, has reappointed Sir Leslie Robinson, KBE, CB, as chairman to the EDC.

The new members of the committee are Dr. A. C. Copisarow, Mr. J. A. Crabtree, Mr. L. Edmondson, Mr. A. M. Evans and Mr. L. Gregory, who replace Mr. D. A. Ward, Sir Arnold Lindley, Mr. Leslie Cannon, Mr. D. McGarvey and Mr. W. J. Tudor, who have retired from the committee.

Exporters urged to use origin labels

FOUR HUNDRED cloth exporting companies in the United Kingdom have been invited by the National Wool Textile Export Corporation, to become authorized users of the Corporation's 'Woven in the British Isles' trade mark. This design, showing an interlacing of warp and weft threads within the Union Jack, has now been registered in this country as a certification trade mark and regulations governing its use have been finally approved by the Registrar of Trade Marks.

The label has already been launched and effectively promoted in a number of countries throughout the world as an authentic symbol of British origin, guaranteeing to the buyer that cloth so identified has been wholly processed in the United Kingdom. Because of the immense prestige enjoyed by British wool textiles, the certification mark is proving a valuable selling aid to clothing manufacturers and retailers. It can be applied as a sew-in label, a swing ticket or a cloth transfer; arrangements are now being made for it to be incorporated in seals attached to cloth lengths.

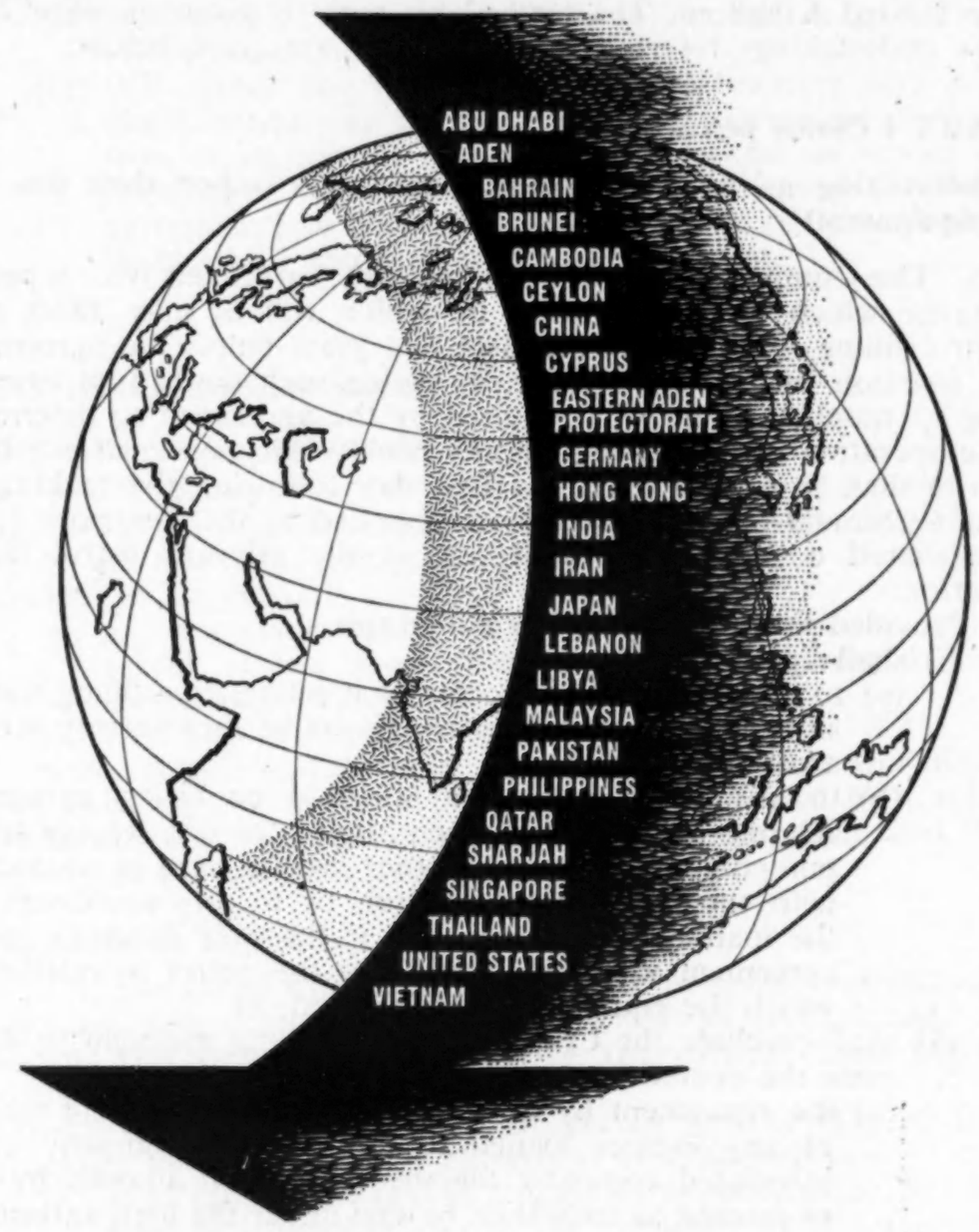
Process plant working party

A PROCESS PLANT working party is being set up to examine problems of supply of plant to the chemical, petroleum, petrochemical and gas industries. The chairman will be Mr. Kenneth Leach, president of the British Mechanical Engineering Federation, deputy chairman, Serck Limited, and a member of the Mechanical Engineering Economic Development Committee.

Lyle & Scott to expand at Team Valley

THE INDUSTRIAL Estates Management Corporation for England have announced that a large new Board of Trade factory is being built at Team Valley Trading Estate, Gateshead, for Lyle & Scott Ltd., of Hawick, Scotland, the well-known manufacturers of Scottish Knitwear and Cooper's 'Y'-front underwear for men, who are members of the Wolsey group of companies. The new factory which will be additional to the unit already occupied by Lyle & Scott at the Estate, will have an area of 44,000 sq. ft. and sufficient land is being reserved for future expansion to enable it to be doubled in size.

The best way to these EXPORT MARKETS



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Undertakings regarding retail petrol suppliers in United Kingdom

MR. DOUGLAS JAY, President of the Board of Trade, gave an answer in Parliament on July 19 about the supply of petrol to retailers in the United Kingdom. The text of his reply is given on page 215. The undertakings referred to in his reply are given below:

PART I (Solus petrol ties)

Undertaking as to future solus petrol ties (other than ties on equipment)

(1) The Company will not enter into any agreement with a petrol retailer which includes a solus tie which will or may affect any petrol filling station for more than five years unless the agreement in question permits the retailer, by giving such notice (not exceeding 12 months) as may be required by the agreement to determine the operation of the tie without any penalty whatsoever at any time more than five years after the first day following the making of the agreement on which petrol was supplied by the Company or an associated company for retail sale at the relevant petrol filling station:

Provided that nothing in this paragraph –

(i) shall apply

(a) to any agreement in so far as it relates to a filling station situated on company premises or in a motorway service area;

(b) to any credit sale, hire purchase or hiring agreement relating to petrol equipment, that is to say, storage tanks, pumping equipment and other articles used in connection with the retail sale of petrol, or to any agreement for the loan of such equipment if the only solus tie in the agreement is a term restricting the petrol in relation to which the equipment may be used; or

(ii) shall preclude the Company from making the right to determine the operation of a solus tie conditional upon

(a) the repayment by the retailer of the outstanding amount of any monies loaned to him by the Company or an associated company together with such amount by way of interest as may then be due under the loan agreement; and

(b) the payment of all sums due to and demanded by the Company or an associated company in respect of petrol or other goods supplied for resale at the relevant filling station.

Undertaking as to solus ties in future agreements relating to the supply of petrol equipment

(2) The Company will include in any petrol equipment agreement containing a solus tie which is excluded from the scope of paragraph (1) above by head (i) (b) of the proviso to that paragraph, a term to the following effect:

(a) in the case of a credit sale agreement, a term permitting the retailer to determine the operation of the solus tie at any time more than five years after the installation of the relevant equipment by giving such notice (not exceeding 12 months) as may be required by the agreement and before the expiry of the notice tendering payment of the whole amount still to be paid under the agreement;

(b) in the case of a hire purchase agreement, a term permitting the retailer to acquire ownership of the relevant equipment and to determine the operation of the solus tie at any time more than five years after the installation of the equipment by giving such notice (not exceeding 12 months) as may be required by the agreement and before the expiry of the notice tendering payment of the whole amount still to be paid under the agreement

(c) in the case of a hiring agreement or any other agreement for the loan of equipment, a term affording the retailer, by giving such notice (not exceeding 12 months) as may be required under the agreement an option exercisable at any time more than five years after the installation of the equipment to return the relevant equipment to the Company or to purchase the equipment in question free of the solus tie at such a price as may be stated in, or fall to be calculated in accordance with, the terms of the agreement being a price which is not unreasonable in relation to the value of the benefit which is conferred by the acquisition having regard to the cost to the Company of providing and, where appropriate, installing and maintaining the equipment less any payments made to the Company by way of hire:

Provided that nothing in this paragraph shall apply to any agreement relating to equipment exclusively for use on company premises.

Undertaking as to future loan agreements

(3) The Company will not enter into any agreement for or connected with the giving of a loan to a petrol retailer which includes a term the effect of which is or may be that the amount or date of any repayment is fixed or to be determined by reference to any quantity of, or the price of any quantity of, petrol acquired for sale or sold at any petrol filling station affected by a solus tie other than a filling station standing on company premises.

Undertaking as to the determination of existing solus petrol ties

(4) The Company will permit any petrol retailer carrying on business at a petrol filling station affected by a solus tie included in an agreement made before the date of this undertaking (being an agreement which will or may have effect after the expiry of the period of five years hereinafter mentioned), by giving 12 months' written notice, to determine the operation of the tie in relation to that station without any penalty whatsoever at any time more than five years after the date of these undertakings or five years after the date on which the Company or an associated company first supplied petrol for retail sale at that filling station, whichever is the later:

Provided that nothing in this paragraph –

(i) shall apply to any agreement in so far as it relates to a filling station situated on company premises or in a motorway service area or to equipment for use at such a station;

(ii) shall require the Company –

(a) to continue to supply petrol to a petrol retailer at a filling station which has ceased to be affected by a solus tie or to discharge further any other obligation connected with the promotion of petrol sales at such a station; or

(b) to permit a solus tie to be determined at a time when the retailer has not paid all sums due to and demanded by the Company or an associated company in respect of petrol or other goods supplied for resale at the relevant filling station; or

(c) to permit a solus tie to be determined unless the retailer tenders payment of the whole amount still to be paid under any hire purchase or credit sale agreement made between him and the Company or an associated company and relating to equipment for use by the retailer in the course of his business;

(d) to permit a solus tie to be determined unless the retailer tenders payment of the outstanding balance of any sums loaned to him by the Company or an associated company in the course of his business together with an appropriate amount of interest;

(e) to permit the determination of any solus tie included in an agreement relating to the hiring or borrowing by the retailer of any petrol equipment unless the retailer either –

(i) in accordance with any appropriate term of the agreement governing the hiring or loan of the equipment returns the equipment to the Company or purchases it; or

(ii) where there is no such appropriate term makes and carries out such arrangements with the Company as to the return of that equipment or its purchase as the retailer and the Company may agree upon.

(5) In relation to head (e) (ii) of the proviso to paragraph (4) above the Company will –

(i) in any case where it is not reasonably practicable to remove the relevant equipment and the equipment is the Company's property, offer to sell it to the retailer at a price which is not unreasonable in relation to the value of the benefit which is conferred by the purchase having regard to the cost to the Company of providing and, where appropriate, installing

and maintaining the equipment less any payments made to the Company by way of hire; and

(ii) obtain and accept an independent estimate of such a price in any case in which the retailer is not prepared to accept a price proposed by the Company.

PART II (Ties as to lubricants etc.)

Undertaking as to future agreements restricting sales of lubricants, etc.

(6) The Company will not enter into any future agreement with a petrol retailer (including a tenant or licensee of company premises) the effect or intended effect of which is:

(a) to require the retailer to limit the brands of lubricants, kerosene or anti-freeze preparations acquired for sale, offered for sale, used, sold, displayed or advertised by him in the course of his retail business;

(b) to require the retailer to acquire for sale, use or sell in the course of his retail business a specified proportion (however expressed) of lubricants, kerosene or anti-freeze preparations of a particular brand;

(c) to give the retailer a right to a rebate, discount or other advantage (whether financial or otherwise) –

(i) for restricting the lubricants, or kerosene or anti-freeze preparations acquired for sale, offered for sale, used, sold, displayed or advertised, in the course of his retail business to lubricants or kerosene or anti-freeze preparations of a particular brand; or

(ii) for limiting in any way the quantity of any brand of such goods which is acquired for sale or stocked or the manner in which any brand of such goods is displayed, offered for sale or advertised by him in the course of his retail business; or

(iii) calculated by reference to the relative amounts of such goods of different brands which are acquired, sold, stocked, used or displayed by him in the course of his retail business;

(d) to require the retailer to take delivery of any specific quantity of lubricants to be supplied by the Company or an associated company at a time which is or may be more than three months after the date of the agreement.

PROVIDED THAT nothing in this paragraph shall apply to any agreement in so far as it

(a) relates to the use of a lubricating bay at a petrol filling station standing on company premises or the advertising of the services provided in such a lubricating bay; or

(b) restricts the use of lubricating equipment supplied by the Company or an associated company in connection with lubricants not supplied by the Company or an associated company.

Undertaking as to future ties in respect of lubricating equipment

(7) The Company will not enter into any future agreement with a petrol retailer prohibiting or restricting the use of any lubricating equipment in connection with lubricants not supplied by the Company or an associated company except where the equipment is supplied by the Company or an associated company –

(a) on loan or hire or on hire purchase or credit sale terms; or

(b) for use in a lubricating bay at a petrol filling station standing on company premises.

(8) Where the Company after the date of these undertakings enters into any agreement for the supply on hire or loan of any lubricating equipment for use on premises other than company premises or any agreement for the supply on hire purchase or credit sale terms of any such agreement for use on any premises and the use of the equipment in connection with lubricants not supplied by the Company or an associated company is prohibited or restricted the Company will –

(i) where the equipment is supplied on credit sale or hire purchase terms, permit the retailer to determine the operation of the prohibition or restriction at any time when all the instalments have been paid in full and to pay these instalments in full at any time;

(ii) where the equipment is hired or loaned permit the retailer to determine the hiring or loan at any time by giving three months' notice and returning the equipment in question before the expiry of the notice, or where there are practical difficulties involved in returning the equipment, by purchasing it at a price stated or provided for in the agreement being a price which is not unreasonable in relation to the value of the equipment at the time of purchase.

Undertaking as to existing agreements

(9) The Company

(i) will not grant any such rebate discount or other advantage as is mentioned in paragraph (6)(c) above under any agreement made before the date of this undertaking save in so far as it is required to do so in discharge of a contractual obligation;

(ii) will not enforce any agreement made before the date of these undertakings in so far as the agreement would, if made after the date of these undertakings involve a contravention of paragraph (6)(a), (b), or (d) or paragraph (7) of these undertakings;

(iii) will permit any retailer party to any existing hire purchase, credit sale or hiring or other agreement for the loan of equipment to act in such manner as would be required to be permitted by virtue of paragraph (8) if the agreement had been made after the date of these undertakings and accorded with that paragraph.

PART III (Commission arrangements etc.)

Undertaking as to future agreements

(10) The Company will not enter into any future agreement or arrangement the purpose or effect of which is to entitle the Company or any associated company to any commission or other similar benefit in respect of –

(i) any acquisition for sale of tyres or batteries or other motor vehicle accessories or articles unconnected with motor vehicles, or

(ii) any sales of any such goods

by a petrol retailer in the course of his business at a petrol filling station (whether on company premises or not) affected by a solus tie included in an agreement made between the retailer and the Company or an associated company.

Undertaking as to existing agreements

(11) The Company will not after the date of these undertakings accept any such commission or other benefit as is mentioned in paragraph (10) under any agreement or arrangement made before the date of these undertakings:

PROVIDING THAT nothing in paragraphs (10) or (11) of this undertaking shall apply to any agreement or arrangement –

(a) in so far as it related to any goods supplied or to be supplied to a petrol retailer by the Company or an associated company; or

(b) in so far as it requires payments to be made by a retailer who is a tenant or licensee of company premises by reference to his acquisitions or sales generally or by reference to his acquisitions or sales of goods of any specified class not being a class so described as to distinguish between comparable goods of different brands, manufacturers or suppliers.

Undertaking as to future agreements

(12) The Company will not enter into any future agreement with a petrol retailer –

(a) restricting the acquisition for sale, stocking, exposing or offering for sale or selling of any goods (other than petrol or lubricants) at any petrol filling station affected by a solus tie included in an agreement made between the retailer and the Company or an associated company or

(b) restricting the advertising at such a station of any goods (other than petrol or lubricants) ordinarily sold at that station,

if the restriction is intended or calculated to require the retailer to discriminate between comparable goods of different brands, manufacturers or suppliers.

Undertaking as to the enforcement of restrictions in existing and future agreements

(13) The Company will not enforce any restriction of the type described in paragraph (12) above (whether included in an agree-

ment made before or after the date of these undertakings and, if in an agreement made before that date, whether or not intended to require the retailer to discriminate between comparable goods of different brands, manufacturers or suppliers) with the intention of requiring such discrimination.

PART IV (Options and rights of pre-emption)

Undertaking as to future agreements

(14) The Company will not include in any future agreement relating to the loan of monies for use in connection with the purchase, construction or improvement of a petrol filling station any term or condition giving it or any associated company –

(a) an option to acquire any interest in the premises on which the filling station stands; or

(b) a right of pre-emption in respect of any interest in those premises

which is exercisable at any time after the loan (including interest) has been repaid in full.

Undertaking as to existing agreements

(15) The Company will not exercise any option or right of pre-emption such as is described in head (a) or (b) of paragraph (14) that it enjoys under any existing agreement relating to the loan of monies for use in connection with the purchase, construction or improvement of a petrol filling station at any time after the loan (including interest) has been repaid in full.

PART V (Company owned stations)

Future acquisitions

(16) If in the year 1965 –

(a) more than 50 million gallons of petrol were sold to the public by retail in the United Kingdom as petrol supplied by the Company or an associated company, that is to say either under the name of one of those companies or under a brand name belonging to one or more of them; AND

(b) more than 15 per cent of the petrol was so sold at company filling stations,

the Company will ensure that the number of company filling stations in operation at any one time during the period between the date of these undertakings and the end of the first following calendar year in which the conditions described in heads (a) and (b) above are not satisfied does not exceed the number of reckonable stations on February 10, 1966.

(17) If in 1966 or any later year the conditions described in heads (a) and (b) of paragraph (16) are satisfied (but the provisions of that paragraph do not apply in that year because these conditions were not satisfied in the previous year) the Company will ensure that the number of company filling stations in operation at any one time between December 31 of that year and the end of the first following calendar year in which the said conditions are not satisfied does not exceed the number of reckonable stations on the said December 31.

(18) For the purposes of paragraphs (16) and (17)

(a) 'petrol' does not include automotive diesel fuel;

(b) 'company filling stations' means petrol filling stations on company premises or on premises in which a joint company or a related company (as hereinafter defined) has any freehold or leasehold interest (otherwise than as mortgagee) or on premises in respect of which such a joint company or related company enjoys a licence which enables it to sell petrol by retail or to permit others to sell petrol by retail;

(c) 'reckonable stations' means the aggregate number at the relevant date, of (i) petrol filling stations then in operation as company filling stations; (ii) petrol filling stations then under construction on premises which were company premises or premises in which a company which was at that time a joint company or related company had a freehold or leasehold interest or in the case of land in Scotland had the interest of an owner or a leasee; and (iii) sites for petrol filling stations which the Company or an associated company or a company which was then a joint company or a related company had at that date acquired or contracted to acquire, being sites in respect of which planning permission for the establishment of a petrol filling station had been granted before that date but on which construction had not then been started.

(d) 'joint company' means any company one half of whose issued shares are held either by the Company or by the members of any group of which the Company may be a member;

(e) 'related company' means any company (not being an associated or joint company) in which the Company or a member or members of any group of which the Company may be a member has or have a material interest other than a company in which the Company or any member or members of such a group enjoyed a material interest before the date of these Undertakings;

(f) 'material interest' means the right directly or indirectly to determine the manner in which one quarter of the votes which could be cast at a general meeting of the Company are to be cast on matters and in circumstances not of such a description as to bring into play any special voting rights or restrictions on voting rights.

(g) an extension of an existing petrol filling station by new construction on land which is contiguous to the land on which that station stands or on land which has an overlapping frontage on the opposite side of the same highway (whether a single or dual carriageway) shall not be treated as creating a separate petrol filling station for the purposes of paragraphs (16) or (17).

PART VI (Leases and licences of Company Filling Stations)

Undertaking as to future leases etc. of petrol stations

(19) Subject to the exceptions in paragraph (21), the Company will not grant or agree to grant a lease of premises on which a petrol filling station stands or grant a licence affording a right to sell petrol by retail on such premises for a period of less than three years.

Undertaking as to the extension of current leases etc.

(20) Where the Company has during the period of three years immediately preceding the date of these undertakings granted or agreed to grant a lease to a petrol retailer for a period of less than three years or has during that period granted a licence to such a retailer affording a right to sell petrol by retail on such premises for a period of less than three years and the retailer is still in possession of the premises or exercising the licence at the date of these undertakings the Company will, if so requested by the tenant or licensee, agree (subject to the exceptions in paragraph (21)) to extend the duration of the tenancy or licence to three years from the commencement thereof without otherwise varying the terms of the tenancy or licence.

(21) Nothing in paragraph (19) or (20) shall –

(i) prevent the inclusion in any lease or licence of any provision making the lease or licence determinable if in any specified period a specified quantity of petrol has not been sold;

(ii) preclude the Company from granting or agreeing to grant trial leases or licences, that is to say leases or licences for a period not exceeding 12 months to persons who have not previously held any lease or licence of any company premises or require the extension of any such lease or licence;

(iii) require the grant by the Company of any further lease or licence to a tenant or licensee who has been in possession of any premises for a period of not less than three years or any extension of the lease or licence of such a tenant or licensee;

(iv) preclude the grant of a further lease or licence of any premises for a period of not less than three years to a tenant or licensee who has been in possession of those premises for a period of not less than three years;

(v) apply as respects any premises which the Company has agreed or arranged should be demolished or reconstructed within the period for which the lease or licence would by virtue of paragraphs (19) or (20) require to be granted or extended;

(vi) require the grant or extension of any lease or licence of any premises which are the subject of compulsory purchase proceedings or any grant or extension of any lease

or licence where any other circumstances outside the control of the Company make it legally impracticable to comply with the requirements of paragraphs (19) or (20);

(vii) require any extension of a lease or licence where the tenant or licensee is in breach of any of the terms of his lease or licence;

(viii) preclude the grant of a licence of any premises for a period not exceeding 12 months following the death or insolvency of a tenant or a previous licensee.

PART VII (Definitions and Interpretation)

(22) In these undertakings –

(i) 'petrol' includes automotive diesel fuel (except for the purposes of paragraphs (16) and (17);

(ii) 'petrol retailer' means any person who carries on a business in the course of which he holds himself out as willing to sell petrol for direct delivery into the fuel tanks of motor vehicles;

(iii) 'agreement' includes a mortgage or loan agreement unless the context requires otherwise;

(iv) 'solus tie' means any term the effect or intended effect of which is to prohibit or restrict the acquisition for retail sale, or the retail sale, at any petrol filling station, of petrol which is not supplied by the Company or an associated company, but shall not be taken to include a term providing for the payment of rebate by reference to any quantity of petrol supplied or sold or any term relating to the purchase of a specific quantity of petrol from the Company or an associated company;

(v) 'petrol equipment' means such equipment as is described in head (i)(b) of the proviso to paragraph (1);

(vi) 'lubricants' means any oil or grease intended for lubricating;

(vii) 'lubricating equipment' includes tanks for the storage of lubricants, racks or cupboards for the storage of prepacked lubricants and any equipment, instrument or vessel intended to facilitate the application of lubricants to a vehicle or the insertion in vehicles or removal from vehicles of lubricants, and includes a hoist or a lift;

(viii) 'lubricating bay' means any part of a petrol filling station where there is situated a pit, lift or hoist, being a part of the station primarily or exclusively used for lubricating vehicles, and references to the use of a lubricating bay are references to the use for lubricating of the pit, lift or hoist situated in the bay;

(ix) 'kerosene' means kerosene for burning or illuminating;

(x) 'company premises' means any land owned or leased by the Company or an associated company or in respect of which the Company or an associated company enjoys any licence which entitles it to sell petrol to the public by retail there, or to permit any other person so to sell petrol there;

(xi) 'associated company' means any company which is a member of the same group as the signatory company;

(xii) 'group' means a body corporate and all other bodies corporate which are subsidiaries thereof within the meaning of Section 154 of the Companies Act 1948;*

(xiii) references to leases include subleases;

(xiv) references to retail sales are references to sales for use or consumption by the buyer and do not include sales with a view to resale by the buyer.

(23) For the purposes of these undertakings no account shall be taken of any agreement in so far as it relates to any petrol filling station situated outside the United Kingdom or of any supply of petrol, lubricants or other goods outside the United Kingdom.

(24) In relation to land in Scotland –

(a) 'owner' includes any person who, under the Lands Clauses Acts, would be enabled to sell and convey the land to the promoters of an undertaking;

(b) 'lease' includes sublease;

(c) 'licence' includes any form of permission not amounting to a lease; and

(d) 'mortgage' includes a heritable security, however constituted; and cognate expressions shall be construed accordingly.

*In the case of Shell Mex and BP Ltd. this definition is to be modified so as to operate as if the Company were a subsidiary of the British Petroleum Company Limited as well as a member of the Shell group.

EXPLANATORY NOTES

These notes are primarily a summary of the undertakings given to the Board of Trade by suppliers of petrol to retailers in the United Kingdom. Although they are not, therefore, an integral part of the undertakings, they may nonetheless be read in conjunction with them to spell out the intended effect of the undertakings in circumstances which the Board of Trade have been given to understand are of particular interest to the trade.

Part I of the Undertakings refers to solus petrol ties and reflects the safeguards sought by the Board in the light of Recommendations 1-3 of the Monopolies Commission's report.

Part II is directed to agreements restricing sales of lubricants, etc., which were covered in Recommendation 4 of the report.

Part III regulates agreements between a petrol company and suppliers of goods such as tyres, batteries, other motor car accessories and other goods which a petrol retailer might wish to stock besides petrol. Recommendation 5 of the Commission's report looked at this question.

Part IV turns to a supplier's rights of option and pre-emption arising from loans to buy, build or improve petrol stations. The Commission made their Recommendation 6 on this point.

Part V contains undertakings as to the ceiling which major suppliers will accept on the total number of company-owned stations. The Monopolies Commission made their own suggestions for an appropriate control at Recommendation 7 of their report.

Part VI covers the minimum period of tenancies and licences of company-owned stations, which the Commission's report dealt with in Recommendation 8.

Finally, ***Part VII*** contains the definitions of a number of terms used in the undertakings.

Part I – Solus petrol ties

1. This undertaking does not affect arrangements between companies and their own tenants or licensees, nor arrangements in respect of motorway service areas.

2. In this undertaking the term petrol includes automotive diesel fuel.

3. Examples of a 'solus tie' (which may extend to arrangements at multibrand sites) are: a term whereby a retailer agrees to obtain petrol exclusively from a particular company; a term whereby a retailer agrees to obtain X per cent of his supplies of petrol from a particular company; a term whereby a retailer agrees to sell only a particular company's petrol through – say – eight out of ten of his pumps; a tie on the use of any pump or any other piece of petrol equipment. (This list is not exhaustive.) The mere offering of a quantity rebate does *not* constitute a 'solus tie' as defined in the undertakings (see paragraph (22)).

4. Paragraph (1) of this undertaking governs the terms of future restrictive solus agreements on petrol between petrol suppliers and independent petrol retailers (other than hire purchase, credit sale hiring and loan agreements relating to petrol equipment which contain *only* ties which limit the use of the equipment: these are, for convenience, dealt with separately in paragraph (2)).

5. Paragraph (1) regulates the duration of the tie which may be included in an agreement made after the undertaking is given. Five years is to be the maximum fixed term; the tie may run on thereafter, if the retailer can terminate it on giving 12 months' notice at any time (i.e. at any time from four years after the start of the five-year period). A tie accepted in conjunction with a loan or mortgage agreement may be expressed to extend until the loan is repaid, but the retailer must have the option (provided he will meanwhile have repaid the loan) of ending the tie at any time after five years, subject to the same provisions about notice. If the retailer has not repaid a loan he can be required to repay it before determining the solus tie. Similarly he may be required to settle all outstanding payments due for petrol supplied to the filling station.

6. The undertaking provides for the five-year period to be calculated from the date when the supplier's petrol is first supplied, since this may in some cases be much later than the date of the agreement.

7. Companies will be free to include in future agreements terms restricting to the period of the 'solus tie' any of their obligations, e.g. to supply petrol (either at all, or on favourable terms), or to assist in sales promotion or the maintenance of a station.

8. Paragraph (2) of this undertaking regulates all agreements, made after the undertaking is given, for the supply of petrol

equipment (on hire purchase, credit sale, hire or free loan) which confine the 'solus tie' to restriction of the use of the equipment in question.

9. The general effect of the undertaking is that arrangements for the supply of 'tied' equipment must be terminable after an initial period of five years. In the case of hire purchase and credit sale agreements provision must be made for the retailer to terminate the tie by giving 12 months' notice, provided that he will meanwhile have completed payments under the agreement. In the case of hiring or free loan agreements, petrol companies must give the retailer an option to purchase the equipment at a reasonable price or to return it. It will be for the parties to take account of the undertaking when drawing up the terms of the agreement, and to set out the basis on which the value of the equipment is to be calculated if the retailer exercises his option to acquire it. No mention is, therefore, made in the undertaking about an independent valuation or the particular provision to be made as respects the return of equipment.

10. The purpose of paragraph (3) of this undertaking is to ensure that arrangements for a loan from a company to an independent petrol retailer affected by a 'solus tie' should always provide a definite date for repayment or (where appropriate) for the payment of instalments. Amounts of repayments must be fixed but the undertaking will not preclude a supplier from actually taking payment by retaining earned rebate.

11. Paragraph (4) of Part I covers solus petrol ties in agreements made before the date of the undertakings. It defines the circumstances in which companies subscribing to the undertaking will be required to permit the premature termination of 'solus ties' accepted by independent petrol retailers.

12. The Board of Trade consider that it is equitable that the same principles should be applied to *all* existing 'solus ties', whether or not they were originally included in a loan or mortgage or any other agreement.

13. The undertaking provides generally that all ties can continue up to a further five years from the date on which the undertaking is given, or, when petrol has not yet been supplied to a filling station on a solus basis, five years from the date at which it is first so supplied.

14. The undertakings envisage a fair winding-up of existing arrangements between the retailer and petrol company on the same general basis as is applied to future agreements under the preceding undertakings.

Thus:

(a) the retailer may give 12 months' notice at any time (i.e. at any time from four years after the start of the five-year period);

(b) a supplier need not permit a tie to be terminated unless a retailer's loan, hire purchase and credit sale commitments to the petrol company are settled;

(c) a supplier need not accept termination of a tie until the retailer had cleared his outstanding accounts for petrol and other goods supplied to the filling station;

(d) the supplier may make it a condition of accepting termination that the retailer will release him from any further contractual obligation to supply petrol to the filling station or to promote its sales. Thus, in particular, a supplier could require a retailer to release him from an obligation to supply further petrol *on solus rebate terms* as a condition of ending the 'solus tie';

(e) special provision is made as respects hired or free loan petrol equipment which is subject to a 'solus tie'. Unless the relevant agreement contains provisions which enable the retailer to return or to purchase the equipment, suppliers may make suitable arrangements for the acquisition of the equipment by the retailer or its return. They will be expected to sell to retailers at a reasonable price equipment such as petrol storage tanks which cannot easily be removed.

Part II – Sales of lubricants, etc.

15. The intention of Part II is to remove certain restrictions at company-owned stations, as well as at the stations of independent retailers, in respect of the sale of lubricants, kerosene and anti-freeze preparations or lubricating equipment. It applies to kerosene only as fuel for illumination or heating.

16. In certain circumstances agreements which impose some restriction on the use of lubricants in particular lubricating bays, or through particular items of equipment, will be permitted. In some respects, the undertaking distinguishes between the position at company stations and at others. The undertaking, therefore, does *not* preclude a supplier from

(a) restricting the lubricants which may be used in a lubricating bay (as defined in Part VII) on company premises (e.g. by a tenant or licensee of the company);

(b) restricting the use of lubricating equipment (on h.p., credit sale, hire or free loan), whether supplied to a tenant, licensee or independent retailer. *But* independent retailers will be entitled to end ties at any time, by paying off the outstanding instalments of a credit sale or hire purchase agreement, or by purchasing or returning hired or loaned equipment (subject to three months' notice). A company tenant or licensee will have a similar right in the case of equipment on h.p. or credit sale, but not in the case of hired or loaned equipment, which is the company's property.

17. All other restrictions are prohibited by this undertaking, i.e. there could be no restriction on the lubricants to be sold on the forecourt by any retailer (including a tenant or licensee), or on the general use of a lubricating bay on an independent station. In the latter case, the only permissible tie would be on the equipment, if that were on hire purchase, credit sale, hire or free loan from a supplier; and even that must be open to termination.

18. With these qualifications, the general effect of the undertaking is that the decision as to what lubricants to stock or use will rest with the retailer. This is reinforced by the provision of paragraph 5(d) of the undertaking which limits forward supply agreements for *specific quantities* to periods of three months ahead.

19. The undertaking does not preclude general limitations on advertisement in a trade or licence agreement. For example, a landlord remains entirely free to prohibit the fixture of advertisements to buildings, or the use of free-standing signs. However, to the extent that advertisement is permitted generally, it will not be open to a landlord to impose additional restrictions on the advertisement of particular brands of lubricants, kerosene or antifreeze.

Part III – TBA agreements

20. Under paragraphs (10) and (11) of the undertakings a supplier may not participate in arrangements under which he stands to benefit from the promotion of another company's brands of TBA, etc., by his solus retailers, tenants or licensees. The proviso makes it clear that the undertakings do not preclude the supplier (or its subsidiary) from taking part direct in the TBA business, although this would be likely to result in some financial benefit for itself, nor from receiving a rent calculated on a tenant's general TBA business.

21. Under paragraphs (12) and (13) of the undertakings a supplier may not oblige a retailer to discriminate in the course of his business between comparable goods of different brands, manufacturers and suppliers.

22. This undertaking does not preclude a supplier, in his capacity as landlord, from regulating generally what business is carried on at company premises. A landlord will remain free to impose general restrictions on his tenants or licensees, e.g. by prohibiting the retailer from dealing in used cars, or from displaying banner advertisements. To the extent that dealing in a particular type of goods is permitted, however, the supplier may not impose further discriminatory requirements, e.g. to require a retailer to promote the sales of one brand while prohibiting the promotion of another. The undertaking does not, of course, preclude a restriction in general terms, e.g. prohibiting the sale of goods not complying with a British Standard, but it would not be compatible with it to *seek to regulate the brands* of goods sold on general grounds of serviceability.

23. It has been represented to the Board of Trade that an undertaking on these matters might operate to prevent a landlord from making advantageous arrangements with – for example – a catering company for the supply of refreshments on one or more of his sites or granting a franchise in respect of cigarette vending machines. This is not the effect of the undertaking. Paragraphs (13) and (14) apply only to *discriminatory* requirements imposed *on a petrol retailer* in the course of his business. It will remain open to a supplier, within the terms of the undertaking, to require a retailer not to conduct any catering business himself or not to sell cigarettes, and at the same time to agree an exclusive concession with a third party for the direct operation of a catering business or the installation of cigarette vending machines. Para-

graphs (10) and (11) are equally irrelevant to this situation, since they relate only to sales made by the petrol retailer himself.

Part IV – Options and rights of pre-emption

24. Part IV provides that where an option to buy a filling station or a right of pre-emption has been granted as part of a loan arrangement connected with the laying, building or improvement of the station, these rights will be limited to the period for which the loan is outstanding.

Part V – Company-owned stations

25. The undertaking in Part V regulates the further acquisition of filling stations by companies in whose case both of two conditions are fulfilled; first, that total annual retail sales of their brands of petrol exceed 50 million gallons; secondly, that 15 per cent or more of this business is through company stations. No restriction whatever applies to a company whose total annual retail sales are less than 50 million gallons, or to companies whose annual sales exceed 50 million gallons, but are not made to the extent of 15 per cent through company stations. (For the purpose of calculating the 50 million gallons or calculating 15 per cent no regard is to be had to petrol sold to other suppliers for retail sale under their brand name or to petrol sold by retail at company filling-stations under the brand of other suppliers.)

26. If a company's sales already conformed to this pattern in January-December 1965, the ceiling to the number of its own petrol stations will (subject to paragraph 28 below) apply as from the date of the undertakings, and the ceiling will be fixed at the number of these stations (including sites which it already owned or for which it had legally binding contracts and for which there was planning permission to build a station) on February 10, 1966.

27. Any company whose sales achieve the 50 million gallon/15 per cent pattern only in the course of January-December 1966, or any subsequent year, will be subject to the ceiling from the following January 1 (subject to paragraph 28 below). In their case the ceiling will be the maximum number of these stations at the end of the key sales year (again taking into account sites already owned or under legally binding contract and for which there was planning permission to build a station).

28. The Board has been asked about companies falling within paragraphs 26 and 27 above if their sales fall below the crucial 50 million gallon/15 per cent tests: will the ceiling still apply to the number of stations in their ownership? The tests are computed on a full calendar year's sales. If between January 1 and December 31 of any year, a company had sold less than 50 million gallons or had sold through company stations less than 15 per cent of its total sales, as from the immediately following January 1 the ceiling would not apply until the end of a year when the company once more found itself in the position described in paragraph 27 above.

29. There is no restriction, whether absolute or relative, on the gallonage which may be sold through company stations, and it will remain open to a restricted company to expand output through its stations. Since the restriction is framed in this way, it will be open to a restricted company to acquire a new station, on the disposal of an old one, without being required to strike a balance between the throughputs of the two stations.

30. This undertaking covers not only stations in the direct ownership of a petrol company. It regulates also the numbers held by associates (i.e. members of the same group), 'joint' companies and 'related' companies. 'Joint' companies are those in which the supplier or members of the supplier's group hold a 50 per cent interest. 'Related' companies are those in which the supplier's group have an interest exceeding 25 per cent acquired after the date of the undertakings.

31. The genuine extension of an existing petrol station is not to be regarded as the acquisition of a new petrol station, and for this purpose the construction of a petrol station on the opposite side of the road is treated as the extension of an existing station.

Part VI – Leases and licences of company filling stations

32. The general effect of Part VI is to commit companies in future to grant leases or licences for periods of at least three years, subject to certain exceptions for:

(a) a gallonage provision;
(b) trial agreements with new tenants or licensees;
(c) certain cases where three-year leases or licences are impracticable;
(d) certain caretaker licences.

33. The undertaking also commits the companies to extend existing leases or licences (other than trial leases or licences) which have been granted during the last three years for lesser periods than three years if the tenant or licensee so request. The terms of the undertaking do not permit the landlord to take this occasion to amend the terms of the lease.

34. The undertaking does not preclude the extension of a lease or licence for less than three years provided that it was initially granted for a period of at least three years.

President's statement on petrol supplies to retailers

IN reply to a Parliamentary question on what stage he had reached in discussions with the petrol companies about the implementation of the recommendation made by the Monopolies Commission in their report on the supply of petrol to retailers in the United Kingdom, Mr. Douglas Jay, President of the Board of Trade said: 'I am glad to say that with one exception – Total – I have now received Undertakings from all the suppliers of petrol and lubricants from whom I sought them. These Undertakings, which will come into effect on August 6, 1966, should remedy the abuses identified by the Commission. In view of the changing nature of the trade in the petrol market, however, I propose to review the whole position in 18 months' time.

'I am placing copies of the Undertakings, together with a list of those companies which have agreed to be bound by them, in the Library of the House.

'In the case of Total I have made a Statutory Order which will also become operative on August 6. I shall present this to Parliament for approval as soon as possible.'

Work on Crystal Palace exhibition site not to begin before 1968

MR. DOUGLAS JAY, President of the Board of Trade, was asked in Parliament on July 19 what progress had been made towards the development of the Crystal Palace site as a national exhibition centre.

The President replied: 'After discussion with the Greater London Council and the Confederation of British Industry, the Government have decided to support and participate in a scheme for the establishment of an Exhibition Centre by the Greater London Council on the Crystal Palace site. Because, however, of the need to maintain restraint on public expenditure, the date for starting construction remains to be determined, and will not be earlier than 1968. Discussions with the Greater London Council will be pursued meanwhile and, subject to agreement with them on final arrangements for the project, a starting date for the scheme will be settled in the light of economic and financial conditions.'

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'The Patent Office Library* was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, *but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants,* 122,000 *came in* 1964. *Without formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

* *Now the National Reference Library of Science and Invention (Holborn Division).*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, JULY 11

Auctions: Dealers' rings

Asked whether the Government proposed to introduce amending legislation designed to curb the activities of 'rings' of dealers resulting in the sale of articles at auction at a fraction of their market value, and their subsequent re-auctioning among members of the 'ring', Lord Rhodes, Parliamentary Secretary, Board of Trade, said that the Government had for some time been considering whether practices at auctions could be improved by further legislation or voluntary control. Bodies representing the various interests had been asked for their views. A number of discussions had been had with these bodies, and it was hoped a conclusion would be reached before long.

TUESDAY, JULY 12

Control of monopoly

The President was asked whether, in view of the fact that the question of bank charges and earnings stood referred to the National Board for Prices and Incomes and estate agents' fees to the Monopoly Commission and that the problem of price information agreements had been adjudicated by the Restrictive Practices Court, he would now seek to rationalize arrangements for the control of monopoly in this country. The President answered: 'No. I am satisfied that no such rationalization is required, since the respective functions of the National Board for Prices and Incomes, the Monopolies Commission and the Restrictive Practices Court are clearly differentiated.'

Bills of Sale and Moneylenders Acts

Asked when he would seek to amend the Bills of Sale and Moneylenders Acts, the President replied that he hoped to propose as soon as the legislative programme permitted an amendment to the Moneylenders Acts relating to the exemption of companies *bona fide* carrying on the business of banking. He had no present intention of proposing amendments to the Bills of Sale Acts.

Anglo-United States Air Agreement

Asked what were the terms of the Anglo-United States Air Agreement made at Washington recently, Mr. Roy Mason, Minister of State, Board of Trade, said:

'The terms of the agreement reached in Washington on new and amended civil air services routes are set out in a Command Paper No. Cmnd. 3015.'

Publication of trade statistics

Asked whether he would publish overseas trade statistics quarterly instead of monthly, the President replied that in official comment, attention was directed to the figures for the latest three months rather than the latest month; but he did not think the long-standing practice of monthly publication could easily be changed.

WEDNESDAY, JULY 13

King's Lynn and Scotland

Asked how many industrial development certificates were granted to firms for development in the King's Lynn area in the periods January-June 1965, July-December 1965, and January-June 1966, Mr. George Darling, Minister of State, Board of Trade, said: 'For projects of over 5,000 sq. ft., 13, 3 and 10 respectively.'

Asked how many jobs were now in existence in Scotland as a result of industrial development certificates issued since October 16, 1964, Mr. George Darling said that of the 38,000 additional jobs estimated to arise from industrial projects approved since October 1, 1964, 7,200 related to projects which had now been completed, but he was not in a position to say how far recruitment of workers for those schemes had proceeded.

British Oxygen Co. Ltd.

The President was asked if he would make a statement on his policy with regard to the undertaking given to his predecessor by the British Oxygen Company Limited in March 1958, following the Report of the Monopolies Commission on industrial and medical gases, about the acquisition by that company of other producers of oxygen, acetylene and propane. The President replied that he had agreed to release the company from this undertaking. Since the passing of the Monopolies and Mergers Act 1965 he had ample powers to scrutinize proposed mergers, and, in doing so in this field, he should be able to take account of conditions currently prevailing in the industry.

Board of Trade Advisory Committee

Asked what qualifications were possessed by the members of the Board of Trade Advisory Committee which were not available within the Board of Trade itself; and what was the total staff of his department, the President answered that the members of the committee, who were appointed by the Board under Section 3 of the Local Employment Act 1960, were persons with a wide range of practical business, industrial and trade union experience, and were able to give independent advice on the matters referred to them under the Local Employment Acts. The total staff of the Board at June 1, 1966, was 9,638.

THURSDAY, JULY 14

Board of Trade's responsibility for shipbuilding

The President was asked what steps he was taking to transfer staff to the Ministry of Technology, in view of the impending transfer of responsibility for shipbuilding, and what delay in the implementation of the recommendations of the Geddes Report would result from transfer of responsibility for shipbuilding from his department. He replied: 'As the Minister of Technology informed the Hon. Member on July 5, we are in consultation about these matters. The transfer will cause no delay. Responsibility for the industry remains with the Board of Trade until the autumn.'

Motor exports to Soviet Union

Asked what plans he had to encourage motor car manufacturers to show initiative in entering the Soviet market, the President said that British motor manufacturers were already in direct touch with the Soviet authorities at high level about the supply of plant and know-how for the production of motor vehicles in the Soviet Union. He had made it plain to the Soviet authorities that British manufacturers were anxious to be informed about detailed Soviet requirements.

Industrial investment

Asked what estimates he had made of the likely levels of investment in buildings, plant and machinery by manufacturing industry during 1966 and 1967, and also asked what the general prospects were for industrial investment in the coming year; and how industry's present investment intentions for 1966 and 1967 compared with their intentions as expressed at the end of last year, Mr. George Darling said that recent surveys suggested that industry now expected to spend less than was intended at the end of last year when it was estimated that investment would be about the same in 1966 and 1967 as in 1965. He did not believe that there would be any very large reduction.

Disclosure of banking profits

Asked what plans he had for ensuring that banking profits were fully disclosed, the President replied that he expected to propose, as he did in the Companies Bill introduced in the last Parliament, that the Board of Trade should have power by order to modify or repeal the provision in the Companies Act, 1948, which controls disclosure by banking companies.

Control of office development

Asked what had been the effect on employment in the Highlands and Islands of the Government's control of office development, Mr. George Darling said that by restricting the development of facilities for increased employment in London and Birmingham the Government's policy directly or indirectly benefited the rest of the country.

Metric system

Asked if he would now announce plans to decimalise all measurements, Mr. George Darling replied: 'No, sir. The first need is to bring about the wider use of the metric system in British industry.'

Flight time limitations

Asked if he would make a statement on the introduction of new flight time limitations, Mr. Roy Mason, Minister of State, Board of Trade, said that the Department hoped to announce its new proposals for flight time limitations within the next few weeks. They would be circulated to all interested parties for comment before the current legislation was amended.

Imports of manufactures

Asked if he would give the figure showing United Kingdom imports of manufactures as a percentage of total imports in the years 1964 and 1965, respectively, Mr. George Darling said '14.7 and 15.3 per cent'.

Investment grants

A member asked what steps the President proposed to take further to publicise the new system of investment grants. The President said

that a booklet explaining the scheme in more detail would be published as soon as possible after the Bill had become law and this would be given wide publicity. He intended also to announce in the Autumn full details of the administration of the scheme. Application forms would be accompanied by guidance notes indicating how the forms were to be completed.

Consumer Councils

Two questions were asked on consumer councils: whether the President would seek to ensure, by legislation or otherwise, that commercial concerns were denied the chance to describe themselves as consumer organisations and if he would introduce legislation to prevent misleading use of the description consumer council, Mr. George Darling replied: 'No, Sir. But the President will try to ensure, by means of his powers under the Registration of Business Names Act and the Companies Act, that concerns are not registered by names which might mislead by suggesting a connection with well-known organizations for consumer protection'.

Resale price maintenance

Asked if he was aware that, following the abolition of resale price maintenance, some manufacturers would not honour their own guarantees if the goods had been sold below the manufacturers recommended price; and what action he would take by legislation or otherwise to deal with this situation, Mr. George Darling said that the Resale Prices Act, 1964, did not affect the rights of a manufacturer to give or withhold a guarantee for his product. He would be glad to consider any evidence that refusal to give guarantees had increased since the Act came into force.

Exhibitions of hospital equipment

Asked in view of the success of the Beirut Hospital Exhibition, what plans he had for similar exhibitions; and when and where they would be staged, Mr. Roy Mason said that discussions were taking place with the trade organisations concerned and the Ministry of Health about a number of promising possibilities, but he was not yet ready to give details.

Ocean platforms

Asked what steps were being taken to assist in building ocean platforms to help navigation and communications by aircraft on the North Atlantic routes, particulars of which had been sent to him; and if he would make a statement, Mr. Roy Mason said: 'The implementation of this very promising scheme would involve countries on both sides of the Atlantic, and is also, in our view, largely dependent on the willingness of transatlantic operators, as the principal beneficiaries, to bear the bulk of the cost. My Department is continuing consultations about it with the International Air Transport Association and with the other administrations concerned.'

Dispersal of industry from London

Asked whether he would make a statement on the dispersal of industrial undertakings from central London, the President said that he encouraged the movement of industry from London to the development districts or, failing this, to the new and expanding towns. Where movement out of London was not possible for firms who were planned out of their existing premises and who had strong local ties, he accepted relocation within London.

Advance factory at Falmouth

Asked what progress had been made in attracting a tenant for the advance factory in Falmouth, Mr. George Darling said that discussions with a suitable potential tenant were in progress and an early and satisfactory outcome was hoped for.

Fire, Auto and Marine Insurance Co. Ltd.

Asked at what date his department was first aware that the Fire, Auto and Marine Insurance Company was in difficulties; and why no early action was taken to protect both policyholders and the public, the President said that the Board of Trade had been in constant touch with the company from the commencement of its business. Evidence justifying the Board in using their powers under the Insurance Companies Act, 1958, was not available until towards the end of June.

Asked what steps he had taken to examine the affairs of the Fire, Auto and Marine Insurance Company Limited; and if he would make a statement on the consequences of the winding-up of this company, the President said 'The reasons for the failure of the company will be fully investigated by the Official Receiver if the Court makes a winding-up order against the company.

The result of such an order would be the termination of the company's policies and the liquidation of its affairs.'

Asked on what dates his department received requests to investigate the affairs of the Fire, Auto and Marine Insurance Company, and what representations had been made to him under section 14 of the Insurance Companies Act 1958 during the last 12 months to investigate the affairs of insurance companies registered under the Act; when such representations were received; and what action he was taking, Mr. George Darling said that no such representations or requests had been made, though the Board's inquiries of the Fire, Auto and Marine Insurance Company Ltd., had been based in part on reports reaching them about it.

Motor insurance

Answering several questions on the supervision of motor insurance companies, the President said that while supervision could not provide complete protection against mismanagement of insurance concerns, he considered that the Insurance Companies Act, 1958, needed modernization. He hoped in due course to introduce amending legislation.

Asked if he would set up a committee of inquiry into motor insurance, the President said: 'No, Sir. But I hope in due course to introduce legislation amending the Insurance Companies Act, 1958'.

Insurance Companies Act

Asked whether he would introduce legislation to increase the minimum of £50,00 authorized capital required for the registration of an insurance company under the Insurance Companies Act 1958 to a minimum of £250,000, the President said that he was considering this amongst other proposals for the amendment of the Act.

Export of nuclear power

Asked what measures he would take to facilitate the sale and export of British nuclear power through the recently formed British Nuclear Power Export Executive; and whether he would sponsor exhibitions and sales promotions in support of these efforts, Mr. Roy Mason said that in collaboration with the Minister of Technology, he would continue to take every opportunity to promote the sale of nuclear power equipment abroad and would work with the British Nuclear Export Executive in doing so. The help which the Board of Trade gave for group exhibitions overseas by British firms was available to this industry; his Department was ready to consider any proposals which they may like to put forward.

United Kingdom-Australian Trade Agreement

A member asked whether in view of the fact that the present United Kingdom-Australian Trade Agreement was terminable on six months notice, the President would open negotiations with the Australian Government with the aim of securing a more lasting agreement, the President replied that it had been agreed hitherto not to re-negotiate this agreement until the Kennedy Round has been completed.

Merchant Shipping Act

Asked when he would begin discussions with the appropriate organizations in the fishing industry with the object of introducing legislation to amend Part IV of the Merchant Shipping Act 1894, Mr. Roy Mason answered that The Board hoped to circulate a memorandum very shortly as a basis for discussions with the organizations concerned.

Prosecution under Merchandise Marks Acts

Asked how many prosecutions under the Merchandise Marks Acts were intiated in the years 1963, 1964 and 1965; how many of these were initiated by Her Majesty's Government; and what were the results, Mr. George Darling said that there were 525 and 654 prosecutions in England and Wales in 1963 and 1964, of which 483 and 595 respectively resulted in convictions. Total figures were not available for 1965. In the three years the Board of Trade prosecuted in 26 cases, of which 22 resulted in a conviction.

United States investment in Britain

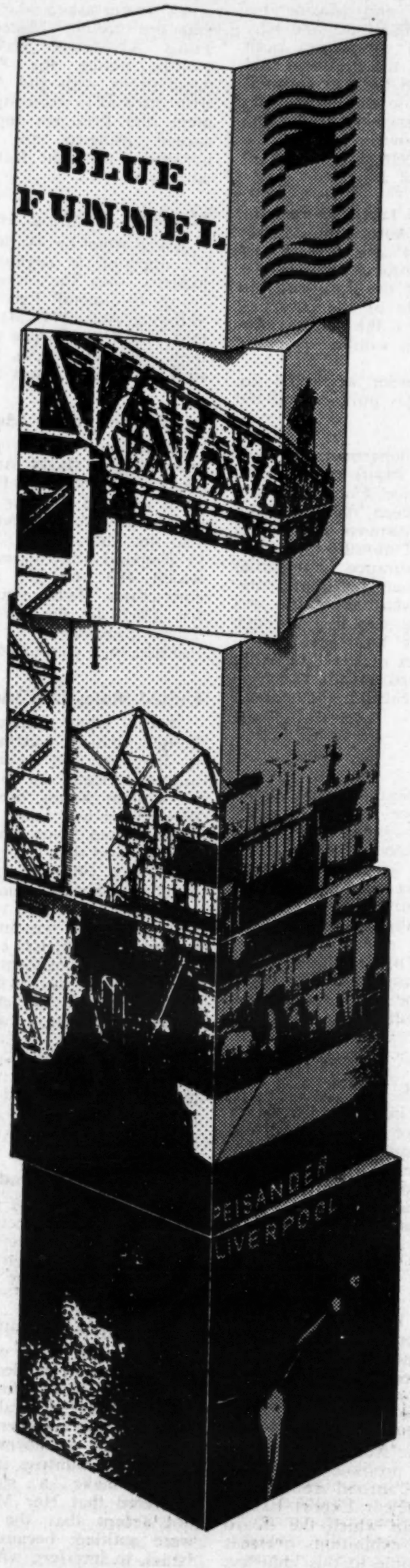
Asked what increase there had been in United States investments in British industry in the last five years; what proportion of industry located in Great Britain was owned by United States firms; and what steps his department was taking to protect British firms from United States takeover bids, Mr. George Darling said that it was estimated that over the five years 1961-65, the net direct investment in United Kingdom industry by United States companies amounted to about £600 million, of which one half was in the form of re-invested profits. These figures excluded portfolio investment and investment in oil and insurance companies. It was further estimated that about 7 per cent of the net assets of non-financial companies in the United Kingdom was owned by United States concerns. Any proposal to take over or merge with a United Kingdom company, whether or not the bidder is foreign owned, was examined by the Board of Trade if it came within the scope of the Monopolies and Mergers Act, 1965.

Commonwealth Trade Ministers' meeting

Asked if he would make a statement on the outcome of the recent meeting of Commonwealth Trade Ministers, the President said that copies of the agreed communique had been placed in the Library.

Arab League boycott

A Member asked what action the President had taken or intended to take to protect the interests of British firms who were contesting the right of the Arab League to enforce an industrial and commercial boycott against firms who carried on normal peaceful trading relations with countries in Israel; and whether he would make a statement, the President answered that Her Majesty's Government did not accept that the Arab League countries were entitled, because of their dispute with Israel, to interfere with the freedom of British firms to trade, and had made this clear to their governments on a number of occasions.



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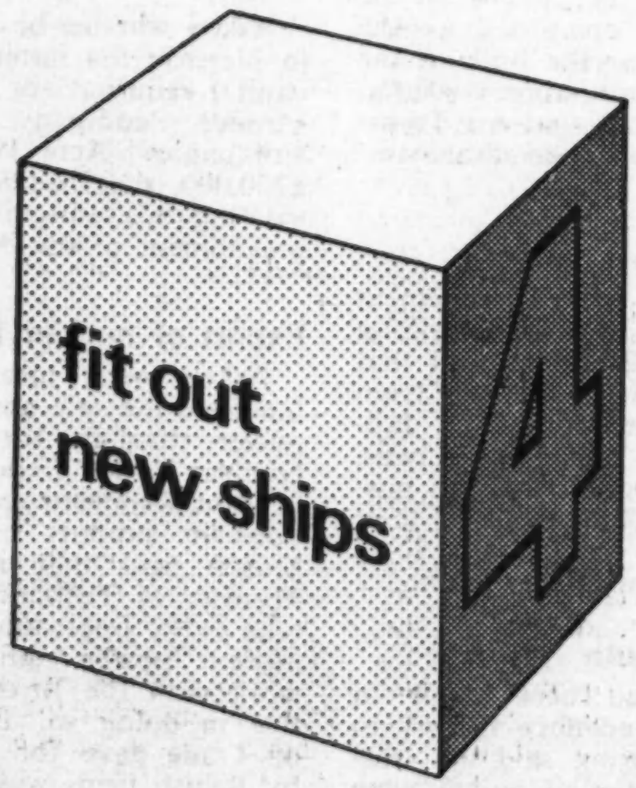

New Books

International Insurance Intelligence, 1966. Volume I: Northern Europe (448 pages. The Review (Insurance) Ltd., 9 Gough Square, Fleet Street, London, E.C.4. £14 14s. for four volumes). This book was originally launched by *The Review* in 1925 as a single volume work and it appeared annually until publication was suspended in 1940. It is now being reissued, (incorporating the *Insurance Yearbook of Australia and New Zealand*), and each annual edition will consist of four volumes each covering a different geographical area, and together giving details of about 2,000 companies. The volumes are being published at quarterly intervals, and the edition now coming out is based on company accounts for the year ending December 31, 1964. The aim is to give all the information necessary to enable a company's non-life underwriting experience and results over a four year period to be seen at a glance. For the more important companies, analyses are given of some departmental accounts as well as of the combined underwriting results. In addition, some details of life companies are included. The volume now published covers companies in Austria, Belgium, Denmark, Finland, Germany, Holland, Iceland, Luxembourg, Norway and Sweden. The general arrangement under each of these countries is for lists, giving very brief particulars of life (stock and mutual) companies, small general (stock and mutual) companies and foreign companies represented in each country, to precede the main part of each national section – which is the companies' accounts. It is in this last section that the premium incomes and consolidated accounts are shown comparatively over a four year period – in this case 1961-4. An abridged balance sheet for each company is given for the last year of the period covered. An index, by country, lists all the companies given in this last part of each national section, but there is no general index to the companies listed in the other three parts. Although no United Kingdom companies are listed in this volume (they will appear in Volume II), and no direct comparison is possible, it is fair at this stage to see this as a companion work to the two Board of Trade annual publications on United Kingdom insurance business, *Life and Other Long Term Insurance Business; Accounts and Statements Deposited,* (latest available edition in two volumes covers 1963; HMSO, £19 19s.) and *Insurance Business, Summary Accounts and Statements Deposited with the Board of Trade,* (latest edition covers 1963; HMSO, £1). Neither of these two publications give the four year comparative table which is to be found in *International Insurance Intelligence,* but the two volume Board of Trade work gives greater detail for all the companies it covers; while the *Summary* gives less detail, but it does summarize equally not only the general but also the life business of all companies issuing policies in Great Britain.

The Academic Teaching of Management, edited by Derek Pugh (117 pages. Blackwell, 15s.). In this symposium a number of leading academics in particular areas of management studies describe their approach to teaching their own specialism. Each contributor was asked to provide a short introduction on the approach to teaching the subject to students of management, who are assumed to be graduates but in disciplines other than the one under discussion; a detailed syllabus; a reading list containing not more than three books integral to the course, and an unlimited number of titles for recommended reading; specimen examination questions. The resulting papers, covering 16 subjects are therefore of interest to teachers and students of management subjects and more generally as a guide to the scope of management studies. Librarians in both public and special libraries will also find the reading lists useful in revising the stocks of the management sections of their collections. The papers were originally published in the *Bulletin* of the Association of Teachers of Management, and have now been made generally available as No. 4 in the series of *ATM Occasional Papers.*

Who's Who of British Engineers, 1966 (691 pages. Maclaren and Sons Ltd., 168s.). This new publication certainly fills a gap in the ranks of specialized biography, for it is surprising that in this age of technology, engineers – as a profession – did not have a who's who of their own. Whether the system of compilation by questionnaire can be improved upon is doubtful but the fact that the 30,000 questionnaires sent out are represented by only 8,000 entries gives some indication of the gap between the potential and the actual coverage. Fellows and Members of the engineering institutes of Britain, leaders of industry, academic and research staffs are included and entries give titles, degrees, past appointments, published works, specialized interests, addresses and telephone numbers. A classified index of broad interest groups, the aims and officers of the engineering institutions, a list of engineering journals and the meanings of 500 appropriate abbreviations, follow the main biographical sequence. The print, though small, is clear and the book is well produced and strongly bound.

Caribbean '66 – Latin America. British Pump Manufacturers' Association and the Council of British Manufacturers of Petroleum Equipment Working Party to the Caribbean and Latin America 1966 (36 pages. British Pump Manufacturers' Association, Glen House, Stag Place, London, S.W.1. 20s.). This is a very clearly presented report of a selling mission to the Caribbean. The emphasis is on pump business, with some information about gear and diesel engine business. The report contains the working party's recommendations, its general observations on the Caribbean market, and an individual report on each of the countries visited.

Japan: Meeting the Challenge of Asia's Richest Market (88 pages. Business International, 757 Third Avenue, New York. $40.00). This report examines the basic conditions and ways of doing business in the Japanese market. It deals with the extent and nature of government control of business, investments, licensing, the legal system, joint ventures, capital sources, labour, taxation, exports and imports, distribution, promotion of sales, and rules of competition. Practical examples and descriptions of companies' experiences are used throughout the report to illustrate some of the difficulties and opportunities that are likely to be encountered by non-Japanese companies operating in this market.

Two further reports on the 1961 Census of England and Wales are now available from HMSO and Government bookshops. **Industry Tables,** which is published in two volumes, contains the census statistics on persons in employment classified according to industry on the basis of the *Standard Industrial Classification* (2nd ed.; HMSO, 1958). **Part I** (272 pages; 48s., by post 51s.) contains a variety of tables in most of which the employed population of England and Wales, classified by industry, is further classified by some other characteristic (status, socio-economic group, salary/wage earner group, etc.). Some tables tabulate special components of that population; for example, males in part-time employment. There is a table comparing the 1958 edition of the *Standard Industrial Classification* with the original 1948 edition used in the 1951 census. **Part II** (182 pages; 33s., by post 34s. 6d.) contains two large tables which are basically concerned with the two-way classification of the employed population by industry and occupation. One table introduces age as a third axis of classification. The second table gives the industry by occupation statistics for the standard regions and conurbations, and industry by status figures for the same areas. It should be noted that industrial analyses for counties, county boroughs and the larger urban areas appear only in the series of separate county reports with the general title *Occupation, Industry, Socio-Economic Groups.* **Workplace Tables** (331 pages; 58s., by post 61s.) contains detailed statistics of the daily flow of people between their homes and their places of work, which is such a feature of modern industrialized communities. The main table gives very detailed statistics on this topic for every local authority area, conurbation and New Town in England and Wales, and shows areas of residence and workplace in combination. Another table gives the resident and day populations for every local authority; while the final tables classify the people represented in these different groups according to their socio-economic group, occupations and industries, with separate figures for the conurbations and the local authority areas with the greatest inward or outward movement.

Some Problems of the Growing Firm (28 pages. Available free from the Industrial and Commercial Finance Corporation Ltd., Piercy House, 7 Copthall Avenue, London, E.C.2). The Industrial and Commercial Finance Corporation held a series of conferences on problems of the growing firm at industrial centres in Great Britain during the first six months of 1966. Five papers, each by a senior staff member of the ICFC, given at these conferences are included in this booklet. The papers deal with financial planning and company growth; budgetary control as an instrument of management in the smaller company; electronic data processing and the control of stocks; management training for growing companies; case studies in productivity management.

Plastics Materials Guide (52 pages). Originally published with the February 1966 issue of *Plastics,* this guide, which explains the properties and behaviour of plastics, and includes an international buyers' guide to producers of raw materials, has been reprinted for, and is available free from, the Plastics Division of Imperial Chemical Industries Ltd., Bessemer Road, Welwyn Garden City, Hertfordshire.

Other publications

DAIRY PRODUCE. A Review of Production Trade, Consumption and Prices Relating to Butter, Cheese, Condensed Milk, Milk Powder, Casein, Eggs, Egg Products and Margarine. 1966 edition. Commonwealth Economic Committee. 151 pages. 7s. 6d., by post 8s. 3d., from HMSO and Government bookshops.

ECONOMIC SURVEY OF EUROPE IN 1965. PART 1: THE EUROPEAN ECONOMY IN 1965. Prepared by the Secretariat of the Economic Commission for Europe, Geneva. Published by the United Nations, New York. 22s. 6d., by post 23s. 6d., from HMSO and Government bookshops.

THE RADIOCHEMICAL MANUAL. 2nd edition. The Radiochemical Centre, Amersham. 327 pages. 50s., by post 53s. 3d., from HMSO and Government bookshops.

SKINNER'S HOSIERY AND KNIT GOODS DIRECTORY (INCLUDING LACE MANUFACTURERS) 1966. 283 pages. Thomas Skinner & Co. (Publishers) Ltd. 60s.

WOMAN AND THE NATIONAL MARKET. EXPENDITURE ON BRANDED FOOD PRODUCTS. Second Quarter, 1965. 85 pages. Odhams Press Ltd., 96 Long Acre, London, W.C.2. £5 5s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
July 28 .	**Clothing and textiles, electrical and photographic equipment, miscellaneous stores.**	**No. 25 Maintenance Unit, R.A.F. Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Clothing and textiles: Raincoats; greatcoats; vests; khaki drill trousers, jackets, shorts and shirts; pyjamas; cold weather clothing; WRAF clothing, blue-grey; boots and shoes; socks and stockings; officers white shirts; woollen pullovers; denim overalls; motor cycle boots; anti-gas clothing; mattresses; haversacks; water bottles; webbing; aircraft bags and holdalls; kitbags; large packs; carpets; rugs and mats; 2½ tons mixed rags; miscellaneous packs and covers.

Electrical and photographic equipment: Transformers; invertors; convertors; actuators; alternators; meters, including ammeters, micro-ammeters, voltmeters, ohmmeters etc.; test equipment; aircraft and ground cameras; epidiascopes; film and bromide paper.

Miscellaneous stores: Ford engines; aircraft wheels; generators; motors; freight winches; hoists; lifting tackle; flight refuelling valves and hoses; rubber dinghies and equipment; miscellaneous aircraft spares; hydraulic equipment; fuel pumps; lead acid batteries; battery chargers; ball and roller bearings; lead covered cable; Birlec driers 216-244v, 0.5 kW; Burco electric boilers (10 galls); fire extinguishers; furniture including, tables, chairs, wardrobes etc; miscellaneous household equipment.

August 3 . The sale previously advertised to take place in Northern Ireland on August 3 has been postponed until September—date to be announced.

Aug. 9 & 10	**Commercial and private vehicles, earth moving equipment.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Standard 'Ensign' estate cars and 'Vanguard' saloons; Ford 'Consul', 'Popular' and 'Cambridge' saloons; Morris 'Mini' saloons and convertibles; 'Mini Minor' and 'Oxford' saloons; Land Rovers; Hillman 'Huskys'; Bedford 'Utilecons', 'Dormobiles', trucks and coaches; Morris-Commercial utility vans; Thames coaches and vans; Austin 'Champs'; A.E.C. 'Matador' tractors; Commer trucks; Thames trucks; Bedford and Austin signals vans; Morris water tankers (200 galls); Commer hydraulic tippers; Scammell breakdown truck (diesel) and mechanical horses; Albion 10 ton workshop vans; sixteen-twin-wheeled transporters (50 tons); Bedford tractors and dropped-side hydraulic tippers; Austin ambulances; plant spares etc.

Aug. 23 & 24	**Clothing & textiles, miscellaneous stores including:**	**Royal Ordnance Factory, Royal Arsenal, Woolwich.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Greatcoats, raincoats, boots and shoes; haversacks; packs; webbing; battle dress trousers, blouses; furniture; motor vehicles spares; trailer fire pumps; wireless equipment and spares; radar and radio equipment; electric cable; photographic equipment; scrap batteries; household furnishings; lifting jacks; 51 tons of engine and generator spares for Lancashire Dynamo/National Gas, Metropolitan Vickers/Bellis Morcom, Crossley Bros., Mirrlees Bickerton & Day, Petters and English Electric Co. Ltd. generating sets; spares for Stothert & Pitt 3-6 ton diesel electric cranes; large quantity of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

SALES BY TENDER

Plant and machine tools: Pneumatic steam and drop hammers; ram stamps; gas fired and electric furnaces; presses; jib cranes; rollers; guillotines; punching and shearing machines; hydraulic pumps; grinders; circular saws; fans; tanks etc.

Application for Tender Forms should be made to Senior Superintendent, Royal Ordnance Factory, Woolwich, London, S.E.18 (attention of Mr. Trull). Tender Forms must be returned by 10 a.m. August 22, 1966. Permission to view on presentation of Tender Form only.

HERALD AIRCRAFT

Three Herald Aircraft at present leased to and in service with British European Airways are expected to become available for sale in November 1966. Applications for Tender Forms should be sent to Ministry of Defence (AD), Sales 4cii, Room 424, First Avenue House, High Holborn, London, W.C.1.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

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SALE TO COMMENCE AT 10.30 a.m.

For Viewing Dates and Times see Catalogue.

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Statistics

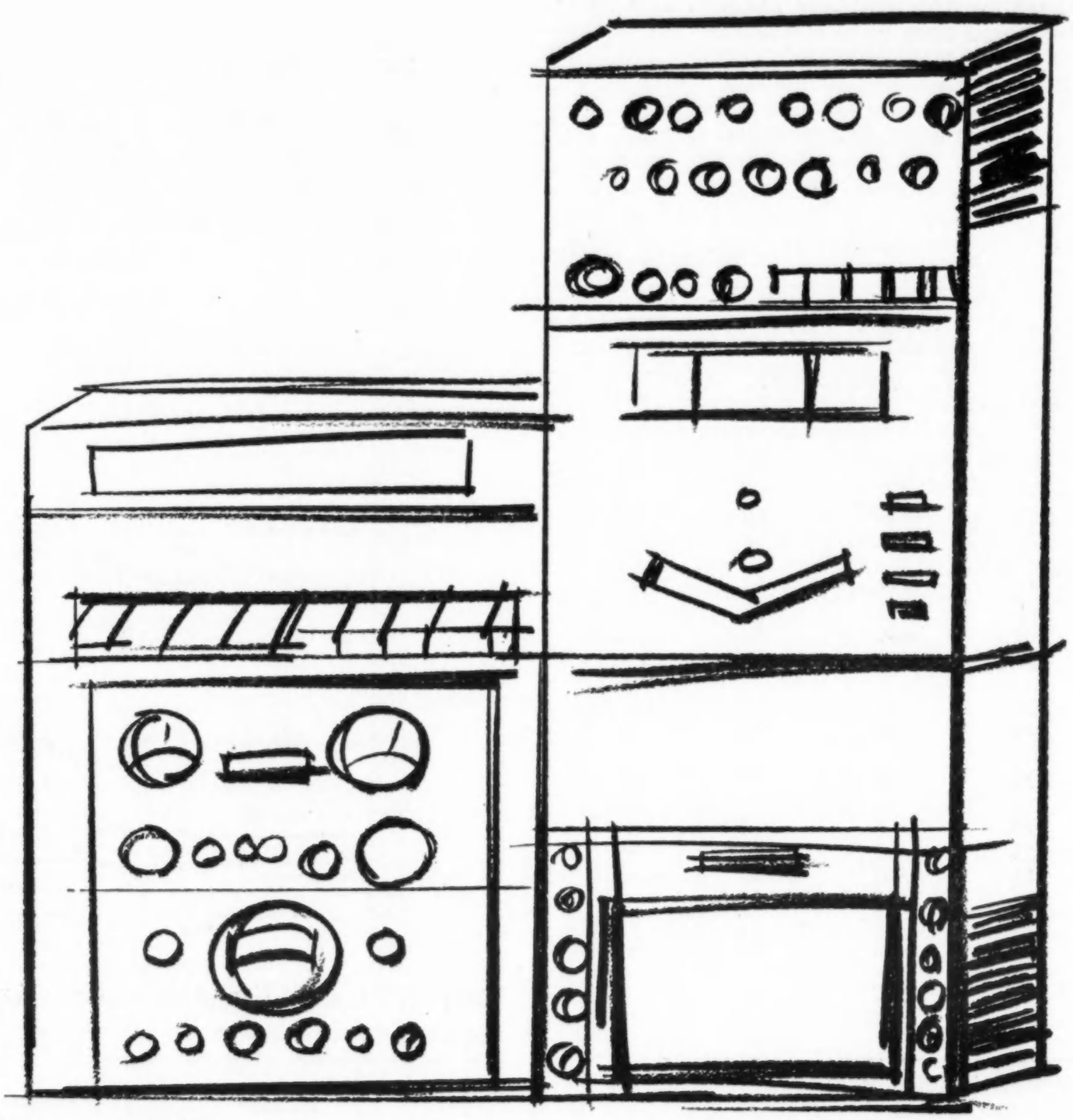
The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	170	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	168	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	179	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	177	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	156	131	160	187	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	170	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..	134	..	..	..	110	..	137	165	..	..	..	+ 58	N/C	+17
1965															
November	..	133	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	134	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	134	..	..	..	110	..	..	..	..	..	..	..	..	..
February		133				109									
March		135				110									
April		134*				110									
May						111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands				3,836	3,250	series shown in £ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter	164	122*	134·4	+4·3	113·7	131·4	165·9	279	260	+ 5	— 5	159	153	— 39
2nd quarter					116·9*	132·7*		282	295	+35	+33	155*	146*	
1965														
November	165	124	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165	121	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	165	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165	121*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March	164	122*	134·7	+4·3	113·9	131·9	167·2	274	274	+14	+10	158	153	..
April	164*	123*	136·3	+3·6	116·2*	132·6*	167·8	279	289	+15	+14	157	153	
May		127*	137·2	+3·9	117·1*	132·8*	167·8	277	296	+ 7	+ 9	163	155	
June					117·3*	132·8*		290	300	+ 4	+13	146*	128*	

* Provisional. † Not seasonally adjusted.



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United Kingdom trade in June

Summary

Despite the effects of the strike, exports in the first half of 1966 were marginally higher than in the second half of last year, and nearly 3 per cent more than the average for 1965. They were 6 per cent higher than in the first half of 1965. Imports were 2½ per cent higher than in the second half of last year. The trade deficit in the first half-year, largely reflecting the temporary deterioration in June, has increased somewhat compared with the average deficit in 1965.

THE IMPORT AND EXPORT figures for June were distorted by the seamen's strike. Throughout the strike, ships continued to arrive as usual from the more distant countries, but sailings from the United Kingdom were affected from the start. Exports were therefore reduced more than imports, but most of the shortfall in exports is likely to be made good during the next few months. The trade figures will be disturbed for some time until the normal movement of ships is restored.

Trade balance

The larger deficit in June, £55 million, was mainly due to the greater temporary delay to exports than to imports caused by the shipping strike.

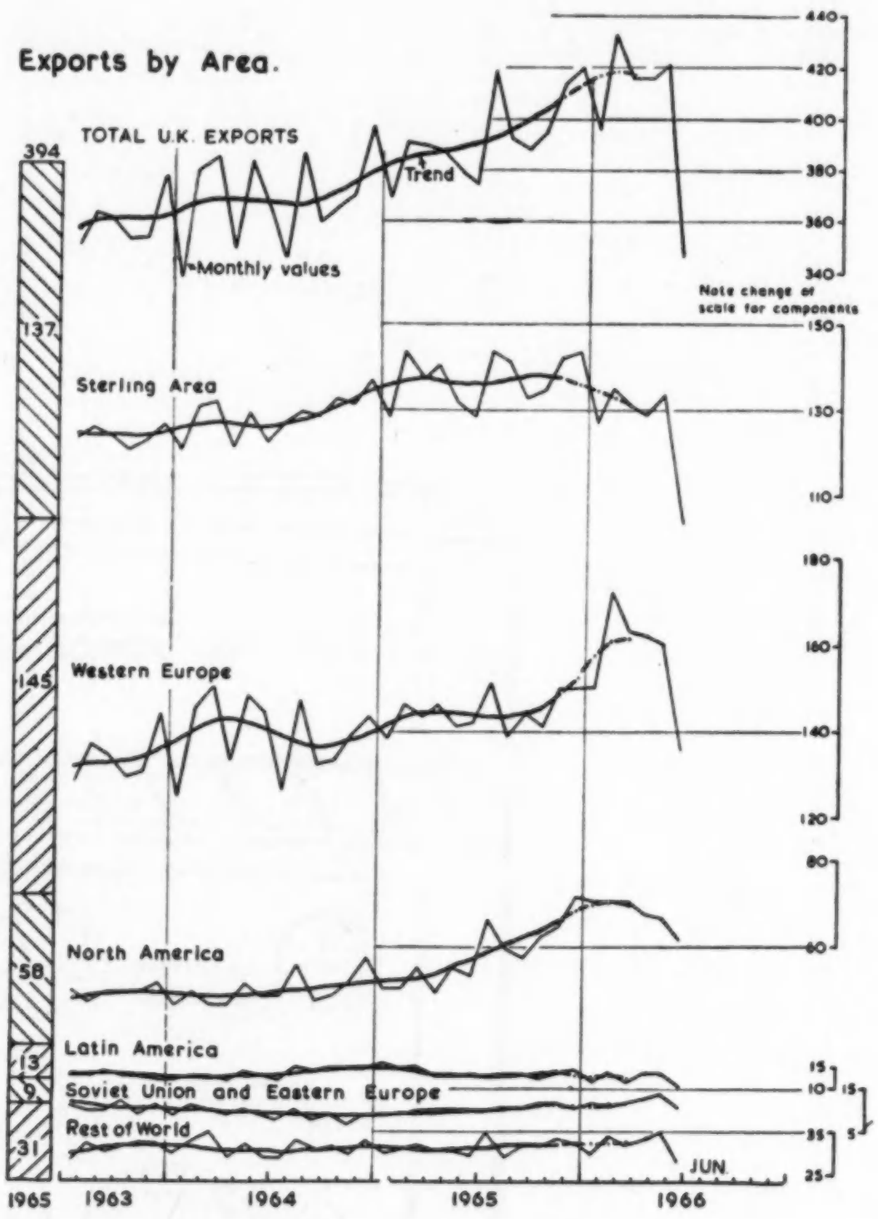


TABLE 1 (a)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—39
3rd quarter	399	489	15	—25
4th quarter	410	490	16	—11
1966 1st quarter	414	507	16	—26
2nd quarter*	394	496	16	—35*
1965 December	421	490	17	+ 4
1966 January	396	506	16	—47
February	432	508	17	— 7
March	415	507	15	—23
April	415	502	16	—21*
May	422†	520†	17	—28*
June*	346	466	15	—55*
1st quarter	414	507	16	—26
2nd quarter*	394	496	16	—35*

* Provisional estimates. † Revised figures.

TABLE 1 (b)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter*	400·0	499·1	16·1
April	384·5	496·0	15·5
May	440·7†	508·2†	17·2†
June*	374·8	493·2	15·6

*Provisional estimates. † Revised figures.

Table 2. United Kingdom exports: Areas †

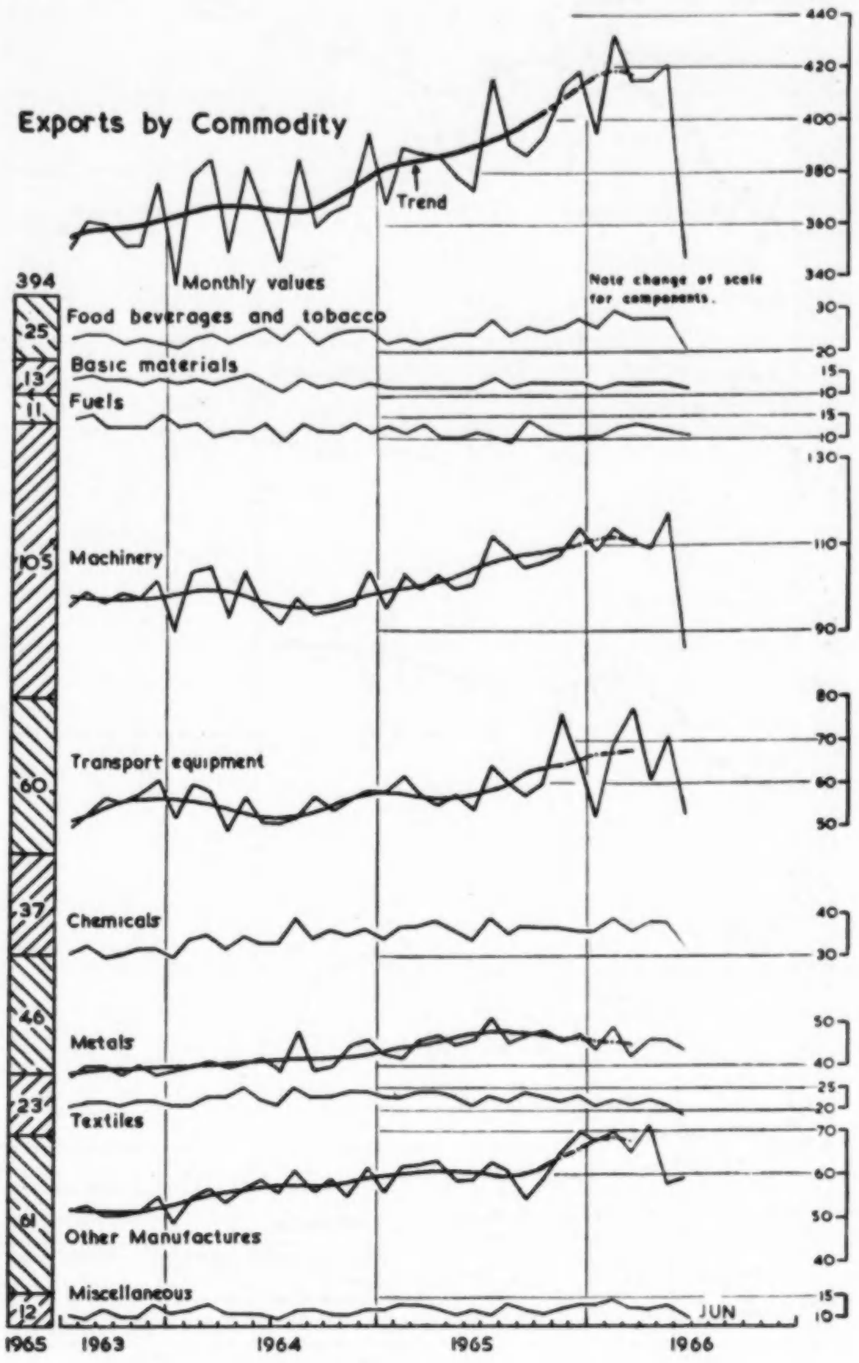
Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter	140'	148	78	56	66	13	10	33	410
1966 1st quarter	130	162	83	63	70	12	11	32	414
April	128	162	81	62	67	13	12	33	415
May	133	160	80	63	67	13	13	35	422
June*	103	135	69	53	61	10	10	28	346
1st quarter	130	162	83	63	70	12	11	32	414
2nd quarter*	122	153	77	59	65	12	12	32	394
1st Half*	126	157	80	61	67	12	11	32	404

*Provisional estimates.
†From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.



OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *November* 26, 1965.

Exports

Exports in June, valued at £346 million, seasonally adjusted, were clearly reduced by delays in shipments caused by the seamen's strike. It is not possible to gauge the extent of the shortfall, since it is not known what total exports would have been in the absence of the strike, and the monthly figures can fluctuate markedly. Most of the shortfall will be made good in the next few months, but the trend in exports will remain uncertain for some time.

In the second quarter of this year exports averaged £394 million a month, and despite the low June figure equalled the average for last year. In the first half of 1966 as a whole exports were on average 2½ per cent higher than in 1965. All main area and commodity patterns of trade reflect the low shipments in June which distort the comparisons between the first two quarters of this year.

Exports to all destinations were affected in some degree by the shipping strike. As was expected, exports to the sterling area appear to have been reduced most, reflecting the greater extent to which trade with Commonwealth countries is carried in British rather than foreign ships. Exports to North America and to Europe appear to have been less affected. On some routes, liner cargoes inwards normally exceed outward cargoes, and the fuller use of the space available in foreign ships helped to maintain the flow of exports, for example, to the United States. Shipments of machinery and vehicles were affected to a greater extent than most other commodity groups.

(Continued on next page)

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor-vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
April	28	13	12	349	172	110	47	14	39	46	22	71	12	415
May	28	13	11	355	189	119	52	20	40	46	21	57	13	422
June*	21	12	10	295	144	92	38	15	33	40	19	59	10	346
1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
2nd quarter*	26	13	11	333	168	107	46	16	37	44	21	62	12	394
1st Half*	27	13	11	340	173	109	46	18	37	45	21	67	12	404

*Provisional estimates.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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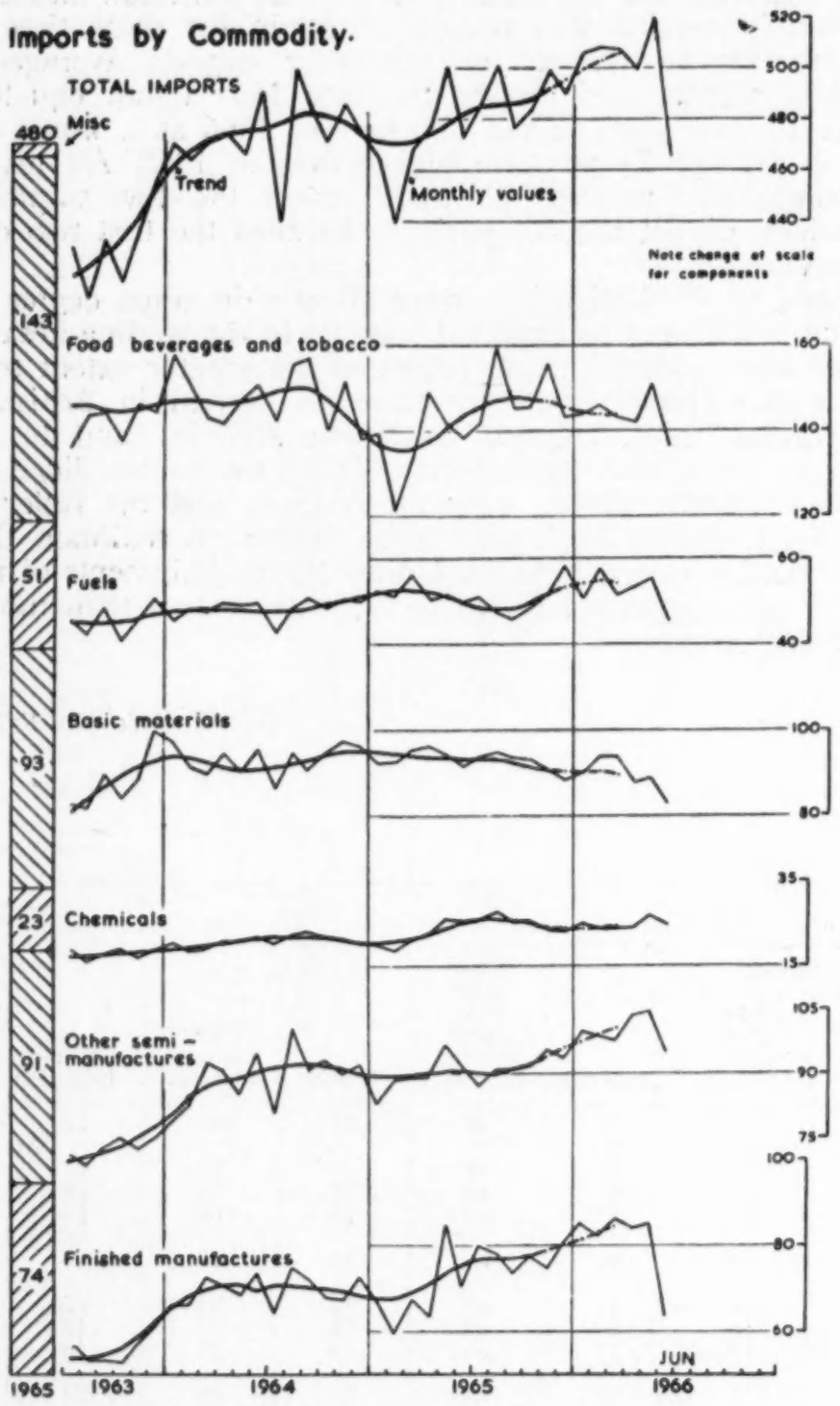
HMSO

Imports

Imports in June were somewhat reduced by the shipping strike and totalled £466 million, seasonally adjusted. Here, also, the temporary effect of the strike cannot be quantified. The disruption of shipping schedules, especially on the longer routes, may affect the pattern of some imports for several months ahead.

Imports in the second quarter averaged £496 million a month, 2 per cent lower than in the first quarter, but 1 per cent more than in the second half of 1965 despite the low June figure. It is clear from the figures in the first half of 1966 as a whole that imports had been rising, though the underlying trend in the most recent months was uncertain before the strike affected the figures.

In the area and commodity pattern of imports there were some differences in the shortfall in June for different sectors of trade. Imports over short distances were those first affected, and imports from North America and Western Europe appear to have been delayed more than those from the sterling area or Latin America.



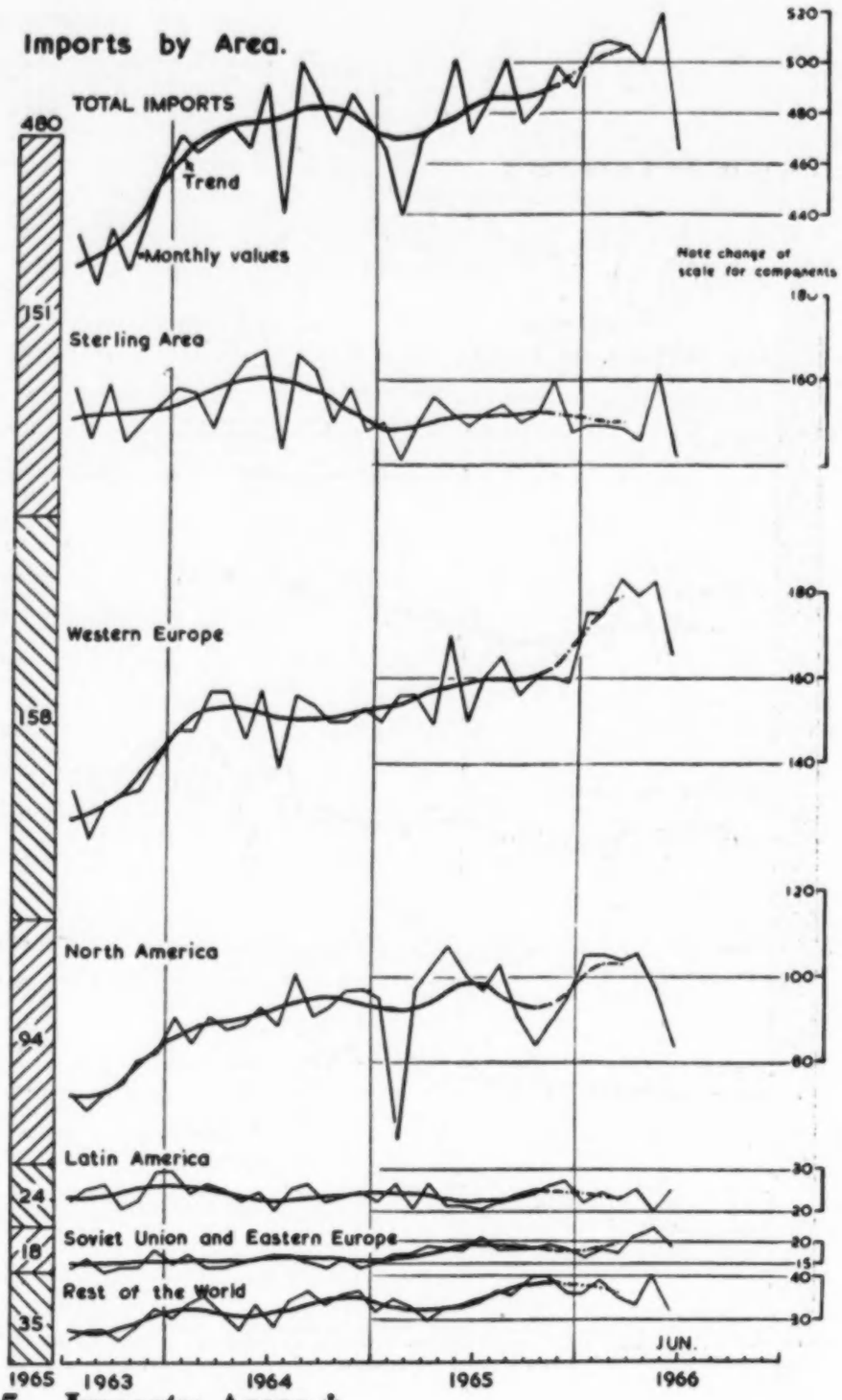


Table 5. Imports: Areas †

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
April	145	181	104	25	21	33	502
May	162	182	97	20	23	40	520
June*	142	165	83	25	19	32	466
1st quarter	149	178	105	23	17	37	507
2nd quarter*	150	176	95	23	21	35	496
1st Half*	149	177	100	23	19	36	502

*Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

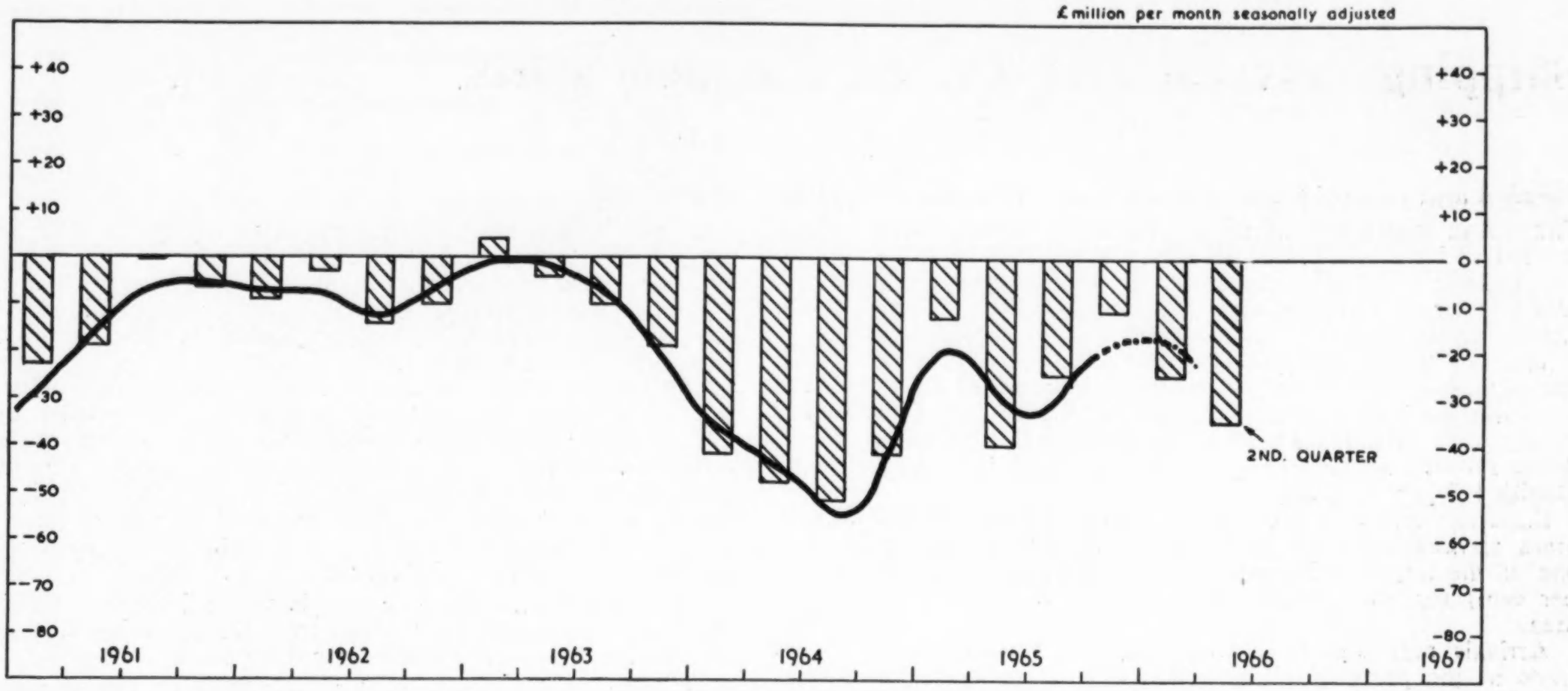
Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
April	142	54	215	86	24	104	85	6	502
May	151	56	223	89	28	106	85	6	520
June*	137	46	203	83	25	95	74	6	466
1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter*	143	52	214	86	26	102	82	6	496
1st Half*	144	53	215	89	25	100	83	7	502

*Provisional estimates.

THE TRADE BALANCE



NOTE The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on July 27*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for August,† due to be published on or about August 30.

(b) Trade balance. The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, June 1966. HMSO. Price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

UK tourist arrivals up 15 per cent in first four months of year

NEARLY 182,000 foreign visitors came to Britain in April – 18,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

The April arrivals brought the total number of foreign visitors to Britain in the first four months of this year to 446,000 – 57,000 (15 per cent) more than in the same period of record-breaking 1965.

Arrivals from European countries in April numbered 117,000 – a rise of 9,000 on the same month last year. They brought the total number of European visitors in the first four months of 1966 to 294,000, which was an increase of 38,000 (15 per cent) on the period.

Visitors from the United States in April numbered 50,000 – a rise of 6,000 on the month. They brought total United States visitors in the first four months to 114,000, which was an increase of 14,000 (14 per cent) on the period.

A spokesman for the British Travel Association said that final details of the numbers of arrivals from British Commonwealth countries during the first four months of this year were not yet available. It was estimated that these were also considerably higher than in the same period of 1965.

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in first quarter of 1966

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first quarter of 1966 amounted to 38,740 thousand net tons: this was 2.3 per cent higher than the corresponding period in 1965. Commonwealth vessels accounted for 18,355 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the quarter showed an increase of 574 thousand tons over the figure for the same period of 1965. This increase was largely accounted for by increases in the net tonnage of vessels flying the Norwegian (13 per cent), Liberian (11 per cent), and Danish (18 per cent) flags.

Entrances and clearances with cargo from and to most trading areas showed increases over the corresponding period for 1965, one of the largest being an increase of 392 thousand net tons (9 per cent) for the Europe (Atlantic) and Western Mediterranean area.

Arrivals and departures with cargo of vessels in the foreign trade at the ports of Milford Haven and Harwich increased by 616 thousand net tons and 263 thousand net tons respectively when compared with January-March, 1965.

Total arrivals and departures with cargo in the coasting trade showed a 1 per cent decrease compared with the same quarter of 1965. The most notable increases in the individual port figures were for Belfast and Milford Haven with an increase of 236 thousand net tons and 143 thousand net tons respectively.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa,* or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of March 1965	5,471	9,261	3,881	242	5,138	4,544	4,594	2,300	179	2,116
Month of March 1966	5,448	9,377	4,087	164	5,126	4,805	4,712	2,252	147	2,313
Three months ending March 1965	14,843	24,900	10,497	596	13,806	12,696	12,952	6,511	440	6.001
Three months ending March 1966	15,038	25,338	10,777	490	14,071	13,028	13,402	6,671	417	6,315
In ballast: Month of March 1965	1,352	1,670	739	56	874	2,173	6,077	2,212	106	3,759
Month of March 1966	1,442	1,814	888	32	894	2,464	6,866	2,633	109	4,124
Three months ending March 1965	3,810	5,023	2,309	138	2,575	6,118	17,348	6,436	270	10,641
Three months ending March 1966	3,969	5,261	2,407	115	2,740	6,547	18,557	6,866	304	11,387

(1) Includes Irish Republic and South Africa.

(*Continued on page* 230)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*

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SHIPPING MOVEMENT, *continued*

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	March		Three months ended March		March		Three months ended March	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,699	1,750	4,583	4,725	1,476	1,498	4,065	4,125
Other Commonwealth	134	141	357	368	172	158	477	417
Foreign	3,638	3,557	9,903	9,945	2,896	3,149	8,154	8,486
Total	5,471	5,448	14,843	15,038	4,544	4,805	12,696	13,028
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,881	4,087	10,497	10,777	2,300	2,252	6,511	6,671
Registered in Canada	—	—	3	7	—	—	—	14
Registered in other countries	242	164	594	483	179	147	440	403
Soviet	48	52	182	159	19	29	74	113
Finnish	75	57	205	171	28	29	84	91
Swedish	343	247	1,080	752	132	128	355	296
Norwegian	1,184	1,312	3,112	3,414	324	437	966	1,204
Danish	249	304	616	811	143	149	439	431
Polish	23	15	53	59	10	12	32	30
German	340	409	902	1,009	241	254	687	715
Dutch	602	513	1,586	1,595	431	419	1,153	1,200
Belgian	164	203	428	554	132	160	376	420
French	266	277	853	810	168	144	577	489
Spanish	61	58	182	181	71	82	187	195
Italian	129	169	446	348	3	30	6	45
Yugoslav	7	19	32	30	5	5	16	17
Greek	286	188	664	517	51	97	151	190
United States of America	208	172	598	525	225	141	483	355
Panamanian	163	99	457	435	4	23	59	126
Liberian	830	788	1,988	2,141	33	86	81	160
Other	160	244	422	559	99	88	278	237
Total foreign	5,138	5,126	13,806	14,071	2,116	2,313	6,001	6,315
TOTAL	9,261	9,377	24,900	25,338	4,594	4,712	12,952	13,402
Trading areas:								
Irish Republic	373	374	1,090	1,035	382	406	1,064	1,116
Norther Europe (Foreign)	2,081	2,033	5,897	5,853	1,715	1,855	4,894	5,263
Europe (Atlantic) and Western Mediterranean Countries	895	991	2,409	2,689	618	635	1,829	1,941
Central and Eastern Mediterranean Countries	1,129	1,365	3,143	3,451	143	152	395	408
West and South Africa	729	765	2,011	2,029	250	245	705	724
East Africa, Persian Gulf, India	1,275	1,300	3,267	3,603	266	252	700	619
Eastern Asia and Islands in the Pacific	233	268	605	733	211	175	554	564
Australasia	313	345	808	917	146	176	541	518
North America (Atlantic Coast)	850	868	1,859	2,127	527	559	1,317	1,419
West Indies and Central America (Atlantic Coast)	885	818	2,636	2,112	152	145	464	448
South America (Atlantic Coast)	188	151	491	441	110	70	290	219
South and Central America (Pacific Coast)	73	38	138	108	17	12	48	42
North America (Pacific Coast)	222	56	522	217	59	32	152	122
Other areas	14	5	26	22	—	—	—	—
Total Commonwealth Countries (1)	3,008	2,595	7,664	7,241	1,271	1,202	3,603	3,691
Total Foreign Countries	6,253	6,782	17,237	18,097	3,324	3,509	9,530	9,711
TOTAL	9,261	9,377	24,900	25,338	4,594	4,712	12,952	13,402

(1) Includes Irish Republic and South Africa.

New companies registered

BELOW are details of new companies registered in Great Britain during June 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	1	1,479	1,480
£1,000 and under £10,000	—	627	627
£10,000 and under £50,000	—	86	86
£50,000 and under £100,000	—	9	9
£100,000 and under £1,000,000	1	8	9
£1,000,000 and above	—	—	—
Total number	2	2,209	2,211
	'000's	'000's	'000's
Total amount of nominal Capital	£100	£5,068	£5,168

Companies registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547	2,303	3,960
June	2,673	5,568	2,211	5,168
July	2,553	4,329		
August	2,276	3,865		
September	2,468	11,188		
October	2,573	4,948		
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

Table 3. Foreign trade arrivals and departures at principal ports, January—March 1966

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	3	12	14	5	17	18	5	15	19	8	21
Bristol	1,044	1,048	457	1,076	1,079	474	183	137	141	1,022	1,119	460
Cardiff	412	332	149	480	441	242	131	126	154	565	484	270
Dover	888	983	819	1,234	1,360	1,152	858	879	703	1,236	1,303	1,138
Falmouth (inc. Truro)	16	15	11	271	376	84	1	13	17	416	495	102
Folkestone	131	135	147	137	138	150	133	135	146	145	147	155
Grimsby (inc. Immingham)	696	798	621	772	928	705	165	235	282	818	860	757
Harwich	1,055	1,195	963	1,084	1,248	1,037	1,070	1,194	974	1,085	1,231	1,021
Holyhead	268	316	235	272	316	237	267	312	227	274	315	237
Hull	1,159	1,102	924	1,252	1,164	1,017	386	442	628	1,198	1,212	945
Lancaster	64	38	11	75	41	17	5	21	11	83	37	13
Liverpool	3,433	3,528	1,316	4,145	4,243	1,671	1,748	1,618	1,115	4,404	4,330	1,682
London	7,485	7,433	3,554	9,462	9,313	4,320	3,664	3,775	2,694	9,154	9,533	4,510
Manchester (inc. Runcorn)	1,490	1,487	663	1,566	1,579	757	442	372	475	1,418	1,298	747
Middlesbrough	796	736	335	1,077	925	439	555	462	323	1,191	1,003	466
Milford Haven	1,426	1,938	116	1,621	2,139	239	158	262	118	1,507	2,045	232
Newhaven	63	91	119	67	95	125	64	98	129	68	102	139
Newport (Mon.)	293	336	142	444	485	236	241	238	214	515	520	277
Plymouth	58	68	125	113	93	193	32	238	124	110	279	202
Southampton	3,415	3,066	561	4,100	3,685	739	1,501	1,249	443	4,075	3,882	747
Swansea	245	158	96	634	517	344	555	487	433	705	611	472
Tyne ports	527	489	321	875	742	405	324	299	235	1,085	913	410
Glasgow	1,344	1,310	388	1,529	1,491	438	614	617	238	1,496	1,470	413
Grangemouth	244	296	263	347	390	345	261	324	277	339	517	346
Greenock	135	75	26	386	347	70	25	23	13	474	335	58
Leith	161	192	277	165	200	287	79	78	170	146	173	236
Belfast	536	477	290	567	537	345	135	127	163	543	410	270
Other ports	2,058	1,970	3,816	2,568	2,566	5,244	1,065	1,184	3,371	2,506	2,545	5,324
TOTAL	29,443	29,613	16,757	36,333	36,441	21,329	14,679	14,950	13,833	36,597	31,179	21,651

Table 4. Coasting trade arrivals and departures at principal ports, January—March 1966

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	6	1	10	533	431	595	519	427	576	528	431	590
Bristol	487	426	416	601	527	1,083	324	212	719	686	502	1,111
Cardiff	185	145	185	370	328	693	86	117	432	261	309	665
Cowes	325	375	2,109	867	913	4,163	288	335	1,866	860	908	4,144
Falmouth	58	45	53	263	203	186	29	27	107	60	61	158
Hartlepool	27	9	8	199	109	124	158	90	90	199	112	118
Hull	229	312	133	467	570	494	241	298	336	537	510	501
Immingham	196	153	37	401	448	294	318	351	264	454	524	333
Lancaster	405	383	243	430	432	365	402	387	347	439	417	359
Liverpool	805	760	686	1,135	1,036	1,149	694	730	937	1,096	1,125	1,210
London	2,167	1,964	1,597	2,652	2,514	2,420	659	675	857	2,839	2,641	2,399
Manchester	250	347	221	365	467	495	219	216	279	405	464	499
Middlesbrough	90	97	94	365	314	384	102	122	197	271	289	348
Milford Haven	79	64	20	803	1,001	364	905	1,063	365	945	1,110	387
Newport (Mon.)	93	97	297	140	156	354	7	4	7	111	118	317
Portsmouth	114	97	479	656	662	2,539	21	20	236	659	658	2,524
Preston	285	276	467	314	305	532	268	257	418	332	313	560
Southampton	647	630	2,171	1,398	1,378	2,869	1,217	1,079	2,233	1,371	1,247	2,813
Sunderland	65	54	49	498	411	481	402	339	401	481	383	461
Swansea	39	30	107	385	438	948	230	309	700	280	349	812
Tyne ports	184	177	46	1,005	842	573	466	462	434	778	679	602
Glasgow	298	294	269	478	469	382	269	242	269	438	472	416
Belfast	1,471	1,584	2,036	1,563	1,649	2,183	1,142	1,265	1,418	1,562	1,653	2,218
Other ports	3,335	3,352	7,450	4,484	4,517	10,490	2,437	2,353	4,358	4,525	4,495	10,287
TOTAL	11,840	11,675	19,183	20,370	20,118	34,160	11,400	11,382	17,846	20,116	19,772	33,832

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Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

SHIPPING MOVEMENT, *continued*

Table 5. Shipping movement at UK ports

		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
Coasting Trade – Great Britain									
With cargo:	Month of March 1965	5,954	3,486	2,870	616	5,712	3,540	2,818	722
	Month of March 1966	5,963	3,631	2,718	913	5,746	3,512	2,681	832
	Three months ending March 1965	17,282	10,176	8,215	1,961	16,717	10,178	8,098	2,080
	Three months ending March 1966	16,626	9,903	7,762	2,141	16,176	10,034	7,709	2,325
In ballast:	Month of March 1965	5,031	2,845	2,288	557	5,273	2,837	2,348	489
	Month of March 1966	5,239	2,982	2,284	698	5,301	2,777	2,204	573
	Three months ending March 1965	14,674	8,429	6,684	1,745	15,093	8,163	6,667	1,496
	Three months ending March 1966	14,785	8,364	6,412	1,954	14,855	7,886	6,191	1,695
Coasting Trade – United Kingdom									
With cargo:	Month of March 1965	6,727	4,026	3,364	662	6,249	3,969	3,222	747
	Month of March 1966	6,867	4,278	3,282	996	6,344	3995	3,104	891
	Three months ending March 1965	19,710	11,840	9,733	2,107	18,314	11,400	9,217	2,183
	Three months ending March 1966	19,183	11,675	9,347	2,328	17,846	11,382	8,911	2,471
In ballast:	Month of March 1965	5,102	2,879	2,317	562	5,583	3,003	2,463	540
	Months of March 1966	5,300	3,002	2,298	704	5,718	2,978	2,359	619
	Three months ending March 1965	14,897	8,530	6,754	1,776	16,181	8,716	7,091	1,625
	Three months ending March 1966	14,977	8,443	6,450	1,994	15,986	8,390	6,611	1,779

(a) Commonwealth & Irish Republic

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, July 15, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Daleks' Invasion Earth 2150 A.D.	Br/E 31502	84	July 12	British Lion Films Ltd.	Aaru Productions Ltd.
Arabesque	Br/E 31503	105	July 12	Rank Film Distributors Ltd.	Stanley Donen Enterprises Ltd.
I was Happy Here	Br/E 31504	91	July 12	,, ,,	Partisan Film Productions Ltd.
Pathe Pictorial Series 599/611:					
Pathe Pictorial No. 603	Br/E 31506	9	July 13	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe Pictorial No. 604	Br/E 31507	8	July 13	,, ,,	,, ,,
Pathe Pictorial No. 605	Br/E 31508	8	July 13	,, ,,	,, ,,
Look at Life Series 30:					
Down to Earth	Br/E 31509	9	July 14	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Davey Jones' Locker	Br/E 31517	59	July 15	Children's Film Foundation Ltd.	Associated British Pathe Ltd., for Children's Film Foundation Ltd.
Strangler's Web	Br/E 31518	55	July 15	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.
Pathe News 66 - 55	Br/E 31402	7	July 15	,, ,,	Associated British Pathe Ltd.
Pathe News 66 - 56	Br/E 31403	8	July 15	,, ,,	,, ,,
Movietone News 1935	Br/E 31333	7	July 15	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1935A	Br/E 31334	8	July 15	,, ,,	,, ,,
			FOREIGN		
Pink Punch	F 31495	6	July 11	United Artists Corp Ltd.	Mirisch-Geoffrey D.F.
Pink Piston	F 31496	6	July 11	,, ,,	,, ,,
DeGaulle Stone Operation	F 31497	7	July 11	,, ,,	,, ,,
The Great Napoleon Blownaparte	F 31498	6	July 11	,, ,,	,, ,,
Cirrhosis of the Louvre	F 31499	6	July 11	,, ,,	,, ,,
Kid Rodelo	F 31500	81	July 11	Paramount Film Service Ltd.	Trident Films Inc. and Fenix Film Production
A Child is Waiting	F 31501	104	July 12	United Artists Corp. Ltd.	Larcas Productions Inc.
Spy in Your Eye	F 31505	84	July 13	Warner-Pathe Distributors Ltd.	American International Pictures Inc.
John F. Kennedy—Years of Lightning, Day of Drums	F 31510	85	July 15	Curzon Film Distributors Ltd.	United States Information Agency.
Railway with a Heart of Gold	F 31511	15	July 15	Bargate Films Ltd.	Carson Davidson Productions
Night of the Grizzly	F 31512	91	July 15	Paramount Film Service Ltd.	Paramount Pictures Corp.
The Naked Prey	F 31513	95	July 15	,, ,,	Paramount Pictures Corp., and Theodora Productions Inc.
The Crime of Mr. Lange (Le Crime de Monsieur Lange)	F 31514	81	July 15	Connoisseur Films Ltd.	Société d'Etudes et de Réalisations Artistiques, Paris.
Rembrandt's Christ	F 31515	40	July 15	,, ,,	Films de Saturne, Montrouge (Seine).
A Fine Madness	F 31516	105	July 15	Warner-Pathe Distributors Ltd.	Pan Arts Co., Inc.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of May 1966 was 4 per cent more than at the end of April. The rate of receipt of net new orders in May was 8 per cent more than in May 1965, but the rate of deliveries was 2 per cent less. Owing to the earlier occurrence of Whitsun this year, the comparisons with last year's figures should be treated with caution.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter*	122	100	100
1965 March	121	99	100
April	123	101	97
May	124	103	102
1966 March*	122	108	103
April*	123	96	95
May*	127	112	100

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in May was 10 per cent less than in May 1965; this comparison may be affected, however, by the changing date of Whitsun which last year fell in June.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rate of production of tops was 7 per cent less than in May 1965. The rate of delivery of worsted yarn was 1 per cent more and of woven fabrics (excluding blankets) 3 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
					Woven fabrics (excluding blankets) (c)		Blankets (b)
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
1965 March	37·3	23·3	30·0	20·6	14·4	14·0	2·7
April	34·0	20·4	27·4	17·8	12·9	11·5	2·2
May	35·6	22·4	28·4	19·4	15·0	12·5	2·1
1966 March	38·3	23·2	30·3	21·5	14·5	13·4	2·6
April	31·7	18·5	25·5	18·0	12·0	9·5	2·0
May	33·6	19·7	27·2	18·7	14·4	11·1	1·9

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME of production in the cotton industry in May was 2 per cent less than in May 1965.

Statistics issued by the Cotton Board show that in the period January-May the amount of cloth woven was 4 per cent less than in the same months of 1965; production of single yarn and the amount of yarn doubled were both 7 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1965	9·32	2·74	2·53	2·31	19·5	12·0
1965 May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1
December*	8·58	2·42	2·28	2·14	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	19·1	13·1
February	9·35	2·80	2·52	2·31	19·2	12·9
March*	9·53	2·87	2·55	2·37	19·6	13·0
April	8·64	2·52	2·31	2·15	18·4	11·9
May	9·72	2·93	2·60	2·48	20·0	13·2

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of 5 weeks. †53-week period.

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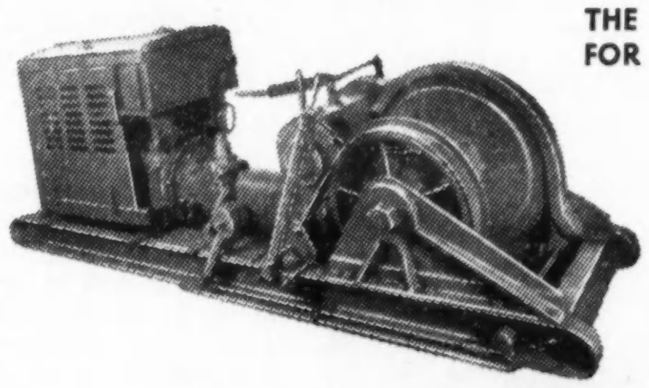

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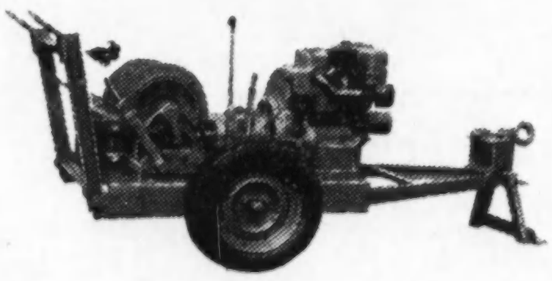

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Exhibitions and Fairs

Two Prime Ministers visit Moscow trade fair

By COI correspondent at Moscow

AFTER a two-hour tour of the British Industrial Fair in Moscow on Sunday, July 17, the Prime Minister, Mr. H. Wilson, and the Soviet Prime Minister, Mr. Kosygin, had a lengthy discussion on trade matters.

Mr. Wilson later told correspondents that he found the discussion 'useful and encouraging'. He said that in the first half of this year British exports to the Soviet Union increased by more than 26 per cent compared with the same period of 1965. There was still a considerable gap in Anglo-Soviet trade, in favour of the Russians, but nevertheless there was a real hope that this year might see all-time record shipments of British goods to the Soviet Union.

Mr. Wilson said that Mr. Kosygin had been particularly impressed by exhibits showing the latest British developments in micro-miniaturization, essential components in highly advanced electronic apparatus. In this field Britain was well ahead of other countries including the United States.

The Prime Minister congratulated the exhibition organizers and said: 'I am encouraged by the keenness, vigour, technical knowledge and range of products I have seen at this fair. It is the job of us all in the weeks ahead to see that exporters who are the spearhead of our efforts for national economic recovery are given their head and enabled to do their job properly.'

Mr. Wilson, seen here with Mr. Kosygin the Soviet Prime Minister, discusses a point whilst examining a Leyland single-deck bus.

For more than two hours on Sunday morning, Mr. Wilson turned top salesman for Britain as he showed Mr. Kosygin and Mr. Patolichev, Minister of Foreign Trade, round the trade fair. Dominating the exhibition entrance was a giant crane manufactured by K & L Steelfounders and Engineers Ltd. of Letchworth. A stand that interested the Russian visitors was one exhibiting paper-making machinery. Mr. Kosygin said that the USSR intended to invest considerable sums of money in paper-making machinery in the next five year plan. As Mr. Kosygin sat in the driving seat of a Leyland single-deck bus, Mr. Wilson discussed with him briefly the suggestion that Leylands might establish a bus manufacturing factory in the Soviet Union. At the stand of Yorkshire textile manufacturers, Salt (Saltaires) Ltd. Mr. Wilson pointed out that the firm's pioneer founder, Sir Titus Salt, had been an industrial pioneer in building a model village for his workpeople.

Mr. Kosygin spent some minutes examining models of hovercraft made by the British Hovercraft Corporation and asking questions about the engines and capacity of British hovercraft. Among the models was one of the SRN4 which is scheduled to carry 250 passengers and 32 cars on regular cross-channel ferry services in 1968 and which on short routes can carry up to 800 commuters.

Following the departure of Mr. Kosygin, Mr. Wilson returned to the exhibition and toured almost all the stands of the 500 exhibitors.

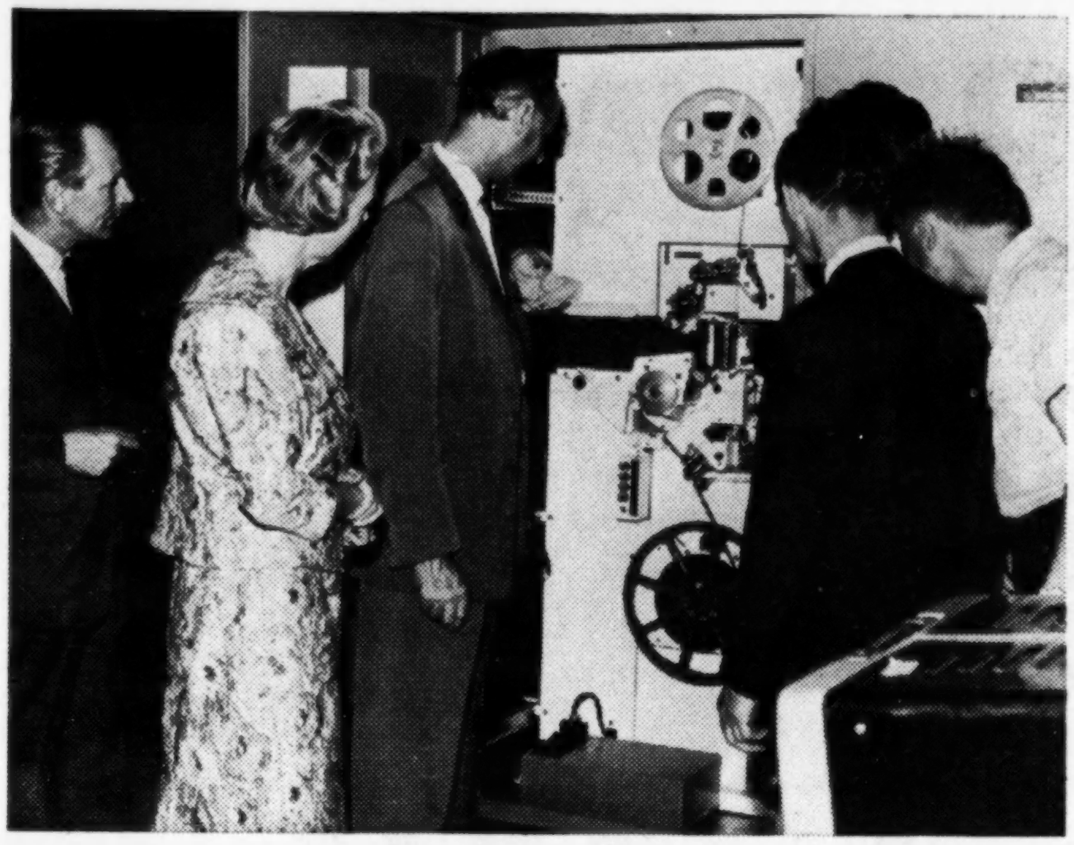
The British Industrial Exhibition at Moscow proved popular with Muscovites. Photo above shows some of the crowd outside the entrance to the exhibition which closes on July 24.

Engineering the key to economic advance

THE IMPORTANCE of engineering status was stressed by Mr. Anthony Wedgwood Benn, Minister of Technology, speaking at the opening of the Institution of Mechanical Engineers exhibition in London on July 18. The exhibition marks the centenary of Sir Joseph Whitworth's presidency of the institution.

'If we really want to raise the importance of engineering in our society, engineers must believe in themselves and the importance of their own work with the same passion that Whitworth believed in his work,' the Minister said.

'Secondly, we must try to educate the public to share this respect and thus reinforce the engineer's self respect. In the long run – and maybe in the short run too – engineering power and its deployment hold the key to our economic advance.'



Sir Geoffrey Harrison (centre), British Ambassador in Moscow, and Lady Harrison watching a demonstration of the Bush Murphy 'Flying-Spot' colour television film scanner at the British Industrial Exhibition in Moscow. Display includes Rank Xerox copiers, television lenses and measuring instruments, Hi-fi equipment, colour television receivers and 'Flying-Spot' film scanner, and film studio equipment from Audio Visual Division.

The British Exhibition in Moscow was opened on Friday, July 8 by Mr. Douglas Jay, President of the Board of Trade. Some 500 British companies are exhibiting their products, and are occupying 230,000 square feet of floor space. Photo shows – Mr. G. I. Voronov, Chairman of Council of Ministers USSR and Mr. I. T. Novikov being shown a model of a Westland Hovercraft.

Satisfied British exhibitors at Tel Aviv Fair

THE THIRD INTERNATIONAL Trade Fair to be held at Tel Aviv's permanent exhibition gardens took place between June 21 and July 9.

The Acting President of Israel, Mr. Kadish Luz, after speeches by the Mayor of Tel Aviv, the Minister of Commerce and Industry and himself, opened the fair by giving the signal for the lights on the 'Flying Camel', the fair's emblem, to be switched on. Lord Rhodes, Parliamentary Secretary to the Board of Trade, headed the United Kingdom representation at the opening ceremony.

Forty-five nations were represented either in national pavilions or by private exhibitions. 1212 firms, 59 per cent foreign, exhibited at this year's fair compared with 1,107 in 1964 and 938 in 1962.

The British pavilion, sponsored by the Board of Trade and designed by the Central Office of Information covered 800 sq. metres inside space and 200 sq. metres outside. On adjoining sites were a Tudor style pub designed and prefabricated in England and two British caravans.

Forty-three British firms were represented in the pavilion, mostly by local agents. A wide range of consumer and industrial products was shown; from compressors to cornflakes and cars and motorcycles to domestic electrical appliances. A further 15 British companies were represented in the trade pavilions and on outside sites.

British Day, June 22, was celebrated by a lunch given by the Anglo-Israel Chamber of Commerce at which Lord Rhodes was the guest of honour. The lunch was preceded by a tour of the pavilion and a glass of British beer at the pub, the 'Piccadilly Inn'.

A high-light of the day's celebration was the series of performances given by the band of the Second Battalion, the Royal Anglian Regiment, which travelled from Cyprus specially for the occasion. The presence of Lord Rhodes and Senior officials of the Board of Trade and of Mr. Marcus Sieff, Chairman of the Israel Committee of the BNEC emphasized the closeness of Anglo/Israel trade relations.

First reports indicate that the exhibitors in the British pavilion were more than satisfied with the volume of actual and potential business resulting from their participation.

Over one fifth of Israel's population visited the fair, which was even more successful than its predecessors. Plans are already under way for the 1968 fair and for a Food and Agricultural Fair in 1967.

Schweppes and menswear guild at British Trade Centre New York

THE ROWLAND EMETT animated fantasy entitled 'Some Secrets of Bitter Lemon' brings a touch of humour to the current displays in the new British Trade Centre, opened in New York by Sir Patrick Dean, British Ambassador, earlier this month. Exhibited by Schweppes (USA) Ltd., the Emett display was first unveiled in the United States by HRH The Duke of Edinburgh in Chicago in March.

Thirteen member companies of the British Menswear Guild are also among those whose products are displayed in the Centre. Six carefully designed display units totalling 96 sq. ft. have been installed facing the entrance and are displaying a wide range of garments from overcoats to pyjamas. Frequent changes of the items on show are planned and information on availability is provided at the Centre.

Swedish Industrial Design at the Design Centre

'SWEDISH INDUSTRIAL DESIGN' is the title of an exhibition which will open on the mezzanine floor of The Design Centre on August 17 for a month. Arranged by the Swedish Society for Industrial Design on behalf of the Swedish Institute, the exhibition will show the work of Swedish designers in a wide range of products.

New plant at London Laundry Show

THE INTERNATIONAL LAUNDRY, Dry Cleaning and Allied Trades Exhibition got off to a good start on Thursday, July 14, with as good an attendance as can ever be expected on a first day. Held in Olympia's Grand Hall, the show continues until Saturday, July 23, by which time a substantial number of overseas visitors are expected to have passed through the turnstiles to see what the British laundry plant and equipment manufacturers – as well as those of some 10 other countries – have to offer by way of new ideas.

New ideas there are in plenty, for in few industries is the stimulus of labour shortage so pressing and, as a consequence, so productive of new types of labour-saving plant. Reduction and simplification of the human contribution to every process in the laundry cycle is being achieved, from initial marking through to folding and wrapping and the variety of plant designed to achieve this and shown at the exhibition is impressive. So, too, is the variety of that other symptom of the industry's labour shortage, the coin operated machine. A third group of exhibitors offers the latest developments in detergents, special soaps, bleaches, dry cleaning fluids and so on, the stands manned by experts ready and willing to explain the technical basis for the claims made for their products.

The organizers were confident that this would be a bigger and better – and better attended – show even than the last, held four years ago. Confident, too, of the success of the conference on the future of the self-service laundry and unit dry cleaning industry, held on July 20.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of the Confederation of British Industry which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)

BRITISH WEEK IN LYONS

21–29 October 1966

A great point-of-sale promotion for British consumer goods

There is room in the shops of Lyons for

CONSUMER GOODS

Have you or your agent in France yet made a bid for the Lyons share of trade ? We can help you with information about the most likely outlets, and tell you about the spectacular supporting programme.

Please make your own choice of one of these sources of further information:

Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.

Export Council for Europe, 27, Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e.

British Week Office, 24, Rue Childebert, Lyon 2e.

VISITORS FOR MOSCOW

Leaving for Moscow from London Airport: Mr. A. H. Carding (left), managing director of Smart & Brown (Machine Tools) Ltd., Biggleswade, and Mr. K. J. B. Wolfe, technical director of the Tap & Die Corporation Limited. This caption was inadvertently used to describe a similar photograph on page 159 of last week's issue. The caption should have read:
A group of eight senior executives of the Textile Machinery Group of Stone-Platt Industries Ltd. leaving London Airport en route to Moscow for the British Industrial Exhibition which opened on Friday, July 8. In the centre with his jacket open is Mr. J. K. Fletcher, managing director of Dobson & Barlow Machinery Sales Ltd. which is in consortium with Constructors John Brown and ICI in the £30 million Polyspinners contract. Beside him, hat in hand, is Mr. F. H. Marsh, chairman and managing director of The Longclose Engineering Co. Ltd., which is exhibiting automated dyeing plant at the exhibition.

Toronto stores eager buyers for British Week

SHOPS AND STORES in Toronto are going all out to ensure that their stocks of British goods will be adequate to meet the increased demand that will be stimulated by the British Week there October next year.

Typical of the general readiness to buy British is a memorandum which has been sent out to buyers by one of the city's largest department stores. After describing the general plans for the British Week, the memorandum goes on to state:

'The plans which are now well under way indicate that there will be ample British atmosphere and events, and it virtually goes without saying that our own advertising and display in support of British Week will be outstanding and original. The whole exercise, however, is designed to increase sales of British goods in support of which we have been given every assurance that everyone in Britain, Government, manufacturers, designers and producers alike, are wholeheartedly committed to the job of supplying merchandise.

'For many years we have been proud of, and well known for, our wide assortments of British goods and British Week in Toronto, therefore, affords us an important opportunity for increased sales in the pursuit of which two courses of action should be taken.

'First, we should plan for adequate assortments of basic and traditional lines from both our established and additional sources and assure that these are on hand.

'Second, we should immediately set targets for additional items to be discovered or developed, these to include new items or lines, preferably of an exclusive nature and even more desirably promotional items.'

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5-13 SEPTEMBER

(closed on Sunday)

a comprehensive display of dutch wares, together with interesting foreign exhibits, in each of the following sections:

household goods • glass, crystalware, earthenware, china • cutlery, luxury metal and wooden articles, handicraft, jewellery • gift articles, souvenirs • smokers' requisites • gold, silver, clocks • trunks and bags, leathergoods • office supplies, stationary, drawing requisites, paperware • toys, festival articles, christmas decorations, sports goods • shop fittings, display, advertising material.

Enquiries and hotel bookings
Royal Netherlands Industries Fair
Utrecht - Holland - Tel. (030) 1 64 21

U.K. Agents
Exhibition Consultants Ltd.
11, Manchester Square - London W. 1
Tel. Hunter 1951

50 YEARS UTRECHT FAIR

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Austria and Albania

BY A PROTOCOL signed at Vienna on December 14, 1965, the then existing Austrian/Albanian trading arrangements were extended, and the lists of goods able to be exchanged between these two countries under a Trade Agreement dated July 27, 1961, and an exchange of notes terminating on May 16, 1963, were revised. No quantities or values of goods are given.

Altogether the lists cover over 80 different items, of which the Albanian exports to Austria are mainly fruit and vegetables and her imports manufactured goods for trade users. In 1965, imports into Austria from Albania amounted to 8,392,000 Austrian schillings (£116,900) and exports 7,349,000 schillings (£101,250).

The German text of the Protocol is held in Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340) to whom all inquiries should be addressed quoting Ref. CRE 5103/G.

Austria and East Germany

IT HAS BEEN reported by HM Embassy in Vienna that a Trade Agreement between the Austrian Federal Chamber of Commerce and East Germany Chamber for Foreign Trade was signed in Vienna on December 21, 1965, and came into effect on January 1, 1966. It will remain valid for two years, unless three months' notice of termination is given before the end of the first year or it is replaced by another agreement.

The new arrangements provide for an annual trade amounting to US $33.2 million each way, an increase of 30.2 per cent on 1964 provisions, details of which were announced in the *Board of Trade Journal* on May 21, 1965. The range of goods covered by the new agreement is substantially the same as that already announced.

Detailed information on the quotas in German is available from Commercial Relations and Exports Department (Ref. CRE 7964/G), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340) to whom all inquiries should be addressed.

Hints to businessmen visiting Austria

A REVISED EDITION of the booklet on Austria has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146,) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Central American telecommunications treaty

AN AGREEMENT was signed in Managua on April 26 by Guatemala, El Salvador, Honduras and Nicaragua which provides for the installation of a telecommunications network to link the capital cities of these four countries.

Under this agreement, control of the national sections of the new international network will remain in the hands of the national telecommunications authorities. In addition, a Central American Technical Telecommunications Commission has been set up and it was proposed that this body would prepare and publish the call to tender for the provision and installation of the equipment for the network as a whole and would also study the tenders submitted and adjudicate between them.

It is expected that this call to tender will be issued about November and the Technical Commission will recommend adjudication of the whole contract to one firm, but each Government concerned may award its own section to another bidder, provided their system is compatible with that of the firm winning the main tender. The cost of the whole contract will probably be between US $6 million and $9 million, depending on whether the contracting governments want turn-key contracts or do their own infrastructure work.

The Managua Treaty has so far been ratified by Guatemala on June 16 and will come into force on the deposit of the second ratification.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2293).

Denmark and Czechoslovakia

A TRADE AGREEMENT between Denmark and Czechoslovakia covering the period from June 1, 1966, until May 31, 1971, was signed in Copenhagen on June 9 on the basis of annual protocols.

During the twelve months June 1, 1966 to May 31, 1967, the following items are included in the list of goods subject to quota that Denmark may export to Czechoslovakia: butter and cheese, fruit, seeds, fish products, machinery and chemicals and pharmaceutical goods.

Czechoslovakian exports to Denmark subject to quota include confectionery, wines, rubber goods, paper manufactures, fabrics, glass and household articles. A separate list subject to free licensing gives numerous additional items which may also be exported to Denmark.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (quoting reference CRE/4345/G). (Tel. Abbey 7877, Ext. 2305).

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Singapore-trade agreements with USSR, Bulgaria and Poland

DURING THE LAST QUARTER Singapore signed trade agreements with the USSR, Bulgaria and Poland. Each agreement runs for one year, but is automatically renewed unless and until either side gives three months' notice of termination. The agreements provide, *inter alia*, for two-way trade, technical assistance, project assistance and joint industrial ventures.

Further details can be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, Room 338, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3481).

Export Service Bulletin

DURING THE QUARTER ended June 30, 1966, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058).

Quarter ended June 30, 1966

Commodity	No. of Inquiries
Aircraft and watercraft	65
Antiques and works of art	4
Baby and invalid carriages	2
Boots, shoes and slippers	20
Brushes and brooms	5
Building supplies	100
Ceramic products	42
Chemicals, oils, fats, greases and paints	262
Clothing	103
Contracts	317
Cosmetics, toilet preparations, perfumery and hairdressing equipment	21
Domestic appliances	72
Druggists' sundries	32
Drugs and pharmaceutical preparations	55
Electrical machinery and apparatus	837
Fancy goods	42
Foodstuffs, beverages, produce and tobacco	88
Furniture and floor coverings	57
Glass and glassware	31
Hard haberdashery	16
Iron and steel	355
Jewellery, cutlery, Goldsmiths' and Silversmiths' wares	34
Leather and imitation leather	21
Leather goods	7
Livestock and appliances and equipment	19
Machinery and plant (including machine tools)	1,160
Medical and surgical instruments and appliances	127
Metalwares	6
Mineral products	65
Musical instruments	6
Non-ferrous metals	183
Office machinery and equipment	41
Paper, printed matter and stationery	139
Photographic and cinematographic equipment	42
Plastics materials	39
Prefabricated houses and buildings	9
Radio apparatus (including record players, television receivers and tape recorders)	95
Railway and rolling stock	101
Rubber manufactures	47
Scientific and optical instruments	265
Soap and cleansing preparations	20
Spectacleware, opticians' supplies	9
Sports goods	29
Textiles	204
Timber, wood manufactures	26
Tools, hand and engineers' small (including portable power tools)	127
Toys, games and model engineering	28
Vehicle parts	227
Watches and clocks	10

Anglo/Indonesian economic talks

DISCUSSIONS BETWEEN the Indonesian Economic Mission and a British team took place in London from July 8-15. The two sides explored the Indonesian proposals for postponing repayment of outstanding commercial obligations to British creditors. The British representatives pointed out that HM Government could not enter into commitments overriding the contractual rights of individual creditors but would be ready to explore in the forthcoming multilateral discussions how far arrangements could be established which would be satisfactory to all interests concerned.

The Indonesian mission agreed to refer the problems of loss and damage suffered by British enterprises in Indonesia to their Government with a view to early consultations. The Indonesian mission agreed to recommend to their Government early discussions with the British shipping lines concerned for the resumption of services to and from ports in Indonesia. With regard to the claims arising out of the events of 1963, the Indonesian mission confirmed that a first payment had already been made and that the balance would be settled as soon as possible.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of April 22, 1966, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period April-June 1966 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 240.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Germany	Babies' and children's wear	76/66
Iraq	Gas cookers	83/66
Switzerland	Wallpaper	74/66

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Clothing: Babies' and children's wear	Germany	76/66
Domestic Appliances, Domestic Heating and Cooking Apparatus: Gas cookers	Iraq	83/66
Paper, Printed Matter and Stationery: Wallpaper	Switzerland	74/66

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(137/66) Caravans for Postmaster-General's Department. August 4. E.S.B. 26513/66.*

State Electricity Commission of Victoria:

(137/66) Transformers. September 26. E.S.B. 26560/66.*

(137/66) Conveyor System. September 5. E.S.B. 26561/66.*

(137/66) Fuse Links. August 15. E.S.B. 26562/66.*

(137/66) Isolators and Accessories. September 26. E.S.B. 26563/66.*

CANADA

(137/66) Transformers for Manitoba Hydro Engineering Division. August 16. E.S.B. 26510/66.

CEYLON

(137/66) Ink Ribbons for Ceylon Transport Board. August 17. E.S.B. 26294/66.*

(137/66) Chemicals for Eastern Paper Mills Corporation. August 31. E.S.B. 26264/66.

(137/66) Tyres and Tubes for Government Stores Department. August 17. E.S.B. 26290/66.*

(136/66) Contractors Plant and Vehicles for Ministry of Land, Irrigation and Power. (Further Information.) September 10. E.S.B. 25430/66.*

(137/66) Transformers for Ministry of Land, Irrigation and Power, August 12. E.S.B. 26266/66.

COLOMBIA

(137/66) Telephone Equipment for Empresas Departamentales de Antioquia. October 31. E.S.B. 26295/66.

(135/66) H.T. Line Construction for Instituto de Aprovechamiento de Aguas y Fomento Electrico. October 6. E.S.B. 26088/66.*

COSTA RICA

(137/66) Odontologcial Implements for Casa Costarricense de Seguro Social. (Further Information.) Closing date postponed to 9 a.m. on August 6. E.S.B. 25493/66.*

(137/66) Electrical Equipment for El Instituto Costarricense de Electricidad. August 30. E.S.B. 26537/66.*

(137/66) Cables for Instituto Costarricense de Electricidad. August 4. E.S.B. 26533/66.*

(137/66) Railway Cars for La Proveeduria Del Ferrocarril. (Further Information.) Closing date extended to 3 p.m. on August 22. E.S.B. 24662/66.*

DOMINICAN REPUBLIC

(134/66) Asbestos Cement Tubing for Instituto Nacional de Aguas Potables y Alcantarillados. August 8. E.S.B. 26022/66.

FORMOSA

Central Trust of China:

(137/66) Stop Valve. August 6. E.S.B. 26276/66.*

(137/66) Asbestos Fibre. August 16. E.S.B. 26518/66.*

(137/66) Condenser Tubes. August 15. E.S.B. 26519/66.*

(137/66) Measuring Instruments. August 15. E.S.B. 26568/66.*

(137/66) PBX Switching Equipment. August 16. E.S.B. 26569/66.*

(137/66) Aluminium Levels. August 9. E.S.B. 26280/66.*

(137/66) Fuller's Earth. August 11. E.S.B. 26557/66.*

(137/66) Measuring and Monitoring Equipment. August 11. E.S.B. 26556/66.*

(137/66) Nitrogen Analyzer. August 16. E.S.B. 26517/66.*

(137/66) Tubes and Tube Sheets. August 15. E.S.B. 26524/66.*

(138/66) Centrifugal Pumps. August 11. E.S.B. 26555/66.*

(138/66) Gauze. August 12. E.S.B. 26554/66.*

(138/66) Motor Control Centre. August 15. E.S.B. 26551/66.*

(138/66) Borax. August 12. E.S.B. 26549/66.*

(138/66) Chemicals. August 8. E.S.B. 26275/66.*

(138/66) Testing Equipment. August 6. E.S.B. 26277/66.*

(138/66) Numbering Machines. August 5. E.S.B. 26281/66.*

(138/66) Lever Blocks. August 6. E.S.B. 26282/66.*

(138/66) Flaw Detector. August 10. E.S.B. 26284/66.*

(138/66) Graphite Plate and Rod. August 6. E.S.B. 26286/66.*

(138/66) Steel Plates. August 8. E.S.B. 26287/66.*

(138/66) Steel Tubes. August 13. E.S.B. 26521/66.*

(138/66) Truck. August 16. E.S.B. 26522/66.*

(138/66) Hydrazine. August 16. E.S.B. 26567/66.*

(138/66) Steel Plates and Sheets. August 8. E.S.B. 26289/66.*

(138/66) Pipes, Fittings and Valves. August 9. E.S.B. 26288/66.*

GREECE

(134/66) Vehicles for Ministry of Commerce. August 10. E.S.B. 26042/66.*

(134/66) Direct Printing Symbols for Ministry of National Defence. August 3. E.S.B. 26032/66.*

(135/66) Vehicles for Minisry of Trade. (Further Information.) August 5. E.S.B. 29102/65.*

INDIA

Andhra Pradesh State Electricity Board:

(137/66) Hydraulic Compressors. (Further Information.) Closing date postponed to September 12. E.S.B. 19424/66.*

(137/66) Dynamometers. (Further Information.) Closing date had been postponed to September 13. E.S.B. 19425/66.*

Atomic Energy Establishment:

(135/66) Polariscope. August 12. E.S.B. 26069/66.

(135/66) Metallurgical Microscope. August 8. E.S.B. 26064/66.

(135/66) Muffle Furnace. August 9. E.S.B. 26066/66.

(135/66) Sinter Meter. August 10. E.S.B. 26067/66.

(135/66) Hot Air Oven. August 11. E.S.B. 26068/66.

(135/66) Metal Spectroscope. August 5. E.S.B. 26063/66.

(135/66) Shatter Index Tester. August 9. E.S.B. 26065/66.

(134/66) Conveyor Belting for BEAS Purchasing Organization. August 17. E.S.B. 26043/66.*

(137/663 Consulting Services for Bihar State Electricity Board. August 22. E.S.B. 26249/66.*

Damodar Valley Corporation:

(137/66) Power Transformers. September 8. E.S.B. 26250/66.

(137/66) Electrical Equipment. August 11. E.S.B. 26251/66.

(137/66) Instrument Transformer. August 18. E.S.B. 26252/66.

(137/66) Control Panels. August 25. E.S.B. 26253/66.

(137/66) Transmission Insulator and Hardware.. August 25871/66.

(137/66) Power Line Carrier Equipment. September 28. E.S.B. 26255/66.

(135/66) Railway Points and Crossings for Director General of Supplies and Disposals. (Further Information.) Closing date postponed to August 3. E.S.B. 21505/66.*

(136/66) Steel Lining of Tunnel for Government of Maharashtra. (Further Information.) Final date for issue of documents and closing date have been postponed to August 5 and 12 respectively. E.S.B. 21953/66.*

Government of Mysore:

(137/66) Switchgear Equipment. (Further Information.) E.S.B. 25466/66.*

(137/66) Control Panels. (Further Information.) E.S.B. 25027/66.*

Hindustan Teleprinters Ltd.:

(133/66) Teleprinter Components. August 16. E.S.B. 25623/66.

(133/66) Steel. August 16. E.S.B. 25657/66.

(133/66) Non-Ferrous Metals. August 16. E.S.B. 25658/66.

(137/66) Railway Electrification for Indian Railways. November 1. E.S.B. 26583/66.

(137/66) Testing Equipment for Madras State Electricity Board. August 19. E.S.B. 26507/66.

(133/66) Coal Handling and Ash Disposal Plant for Maharashtra State Electricity Board. September 5. E.S.B. 25660/66.

Mysore State Electricity Board:

(133/66) Transformers. August 30. E.S.B. 25659/66.

(136/66) Circuit Breakers. (Further Information.) Closing date postponed to August 31. E.S.B. 20341/66.*

(137/66) Transformers. (Further Information.) E.S.B. 25659/66.*

(136/66) Transformers and Switchgear for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 24696/66.*

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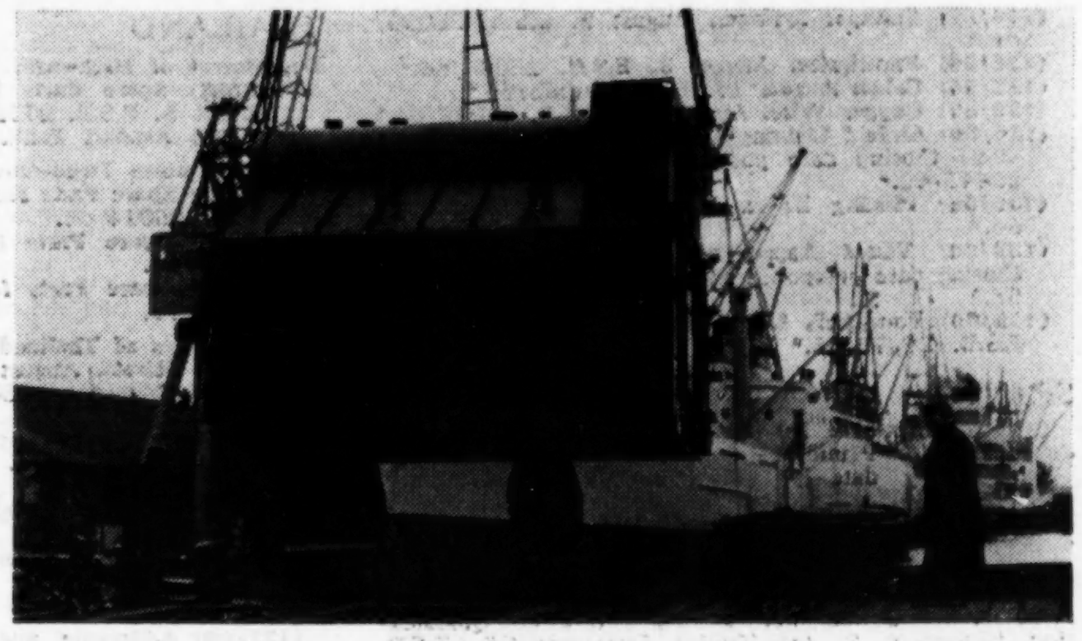
The export loading platform in the new Optrex factory extension (above) will facilitate dispatch of orders to 54 countries. High-level fork-lift trucks are employed inside the 30,000 square foot warehouse, and 30 feet stacking arrangements are used. Included in the photograph are three cases of bacteriological wool – destination Chicago. This material is being used by the Microbiology Division of the United States 'Man-On-The-Moon' project.



The first of two Marshall Wickes automatic water-tube boilers for the West Indies Oil Co. Ltd., St. John's, Antigua Island, British West Indies, is seen here being loaded aboard ship at London's West India Docks. The order was awarded to Marshall Sons and Co. Ltd., of Gainsborough, in the face of strong overseas competition, particularly from the United States.

IRAN

Iranian State Railways:

(136/66) Mixing Machine. October 4. E.S.B. 26434/66.*

(136/66) Antimony. October 10. E.S.B. 26433/66.*

IRAQ

Iraqi Ports Administration:

(136/66) Brass Buttons, Curtain Rings etc. August 4. E.S.B. 26225/66.

(136/66) Twist Drills. August 11. E.S.B. 26226/66.

(136/66) Paints for Vehicles. August 4. E.S.B. 26227/66.

(136/66) Safety Equipment. August 4. E.S.B. 26435/66.

Iraqi Republic Railway Service:

(136/66) Railway Wagons. September 26. E.S.B. 26092/66.*

(136/66) Refrigerated Cars. October 3. E.S.B. 26091/66.*

(136/66) Radio Communication System for Ministry of Agriculture. September 1. E.S.B. 26228/66.

(136/66) Haberdashery for Ministry of Defence. September 3. E.S.B. 26090/66.*

National Electricity Administration:

(136/66) Underground and Submarine Cables. August 13. E.S.B 26229/66.

(136/66) Rolled Steel Joists. August 6. E.S.B. 26230/66.

(136/66) Construction and Installation of Oil Distributing Depot etc. for Oil Planning and Construction Administration. November 1. E.S.B. 26232/66.

IRISH REPUBLIC

(136/66) Fluoridation Equipment for Athlone Urban District Council. August 9. E.S.B. 26100/66.

(133/66) Constructional Works for Electricity Supply Board. August 29. E.S.B. 25625/66.

(134/66) Sleeping Vans for State Transport Authority. August 3. E.S.B. 25700/66.

ITALY

(137/66) Constructional Project for European Space Research Organization. Closing date not known. E.S.B. 26352/66.

JORDAN

(137/66) Refractory Brickwork for Jordan Cement Factories Co. Ltd. August 15. E.S.B. 26274/66.*

(137/66) Precipitators for Jordan Cement Factories Co. Ltd. August 31. E.S.B. 26270/66.*

(137/66) MS Sheets for Jordan Petroleum Refinery Co. Ltd. August 16. E.S.B. 26258/66.*

KENYA

(137/66) Telephone Wire for EA Posts and Telecommunications Administration. Closing date not known. E.S.B. 26262/66.

KUWAIT

Central Tenders Committee:

(133/66) Overhead Line Materials. August 21. E.S.B. 25693/66.*

(133/66) Distribution Feeder Pillars. August 14. E.S.B. 25689/66.*

(133/66) Chemicals. August 3. E.S.B. 25690/66.*

(134/66) Electrical Materials. August 7. E.S.B. 25691/66.*

(134/66) Overhead Line Materials. August 17. E.S.B. 25692/66.*

(134/66) Welding, Metallizing and Foundry Materials. August 7. E.S.B. 25694/66.*

(134/66) Pumping Units. August 17. E.S.B. 25695/66.*

(137/66) Furniture and Fittings for Kuwait Hotels Co. August 10. E.S.B. 26217/66.*

LIBYA

Ministry of Public Works:

(136/66) Constructional Work. September 12. E.S.B. 26256/66.

(137/66) Construction of Health Centres. August 29. E.S.B. 26234/66.

(137/66) Constructional Projects. August 8. E.S.B. 26236/66.

(137/66) Miscellaneous Works. August 15. E.S.B. 26237/66.

(137/66) School Construction. August 8. E.S.B. 26247/66.

(137/66) Underground Telephone Cable for Posts and Telecommunications Department. August 29. E.S.B. 26235/66.

(137/66) Constructional Project for Public Works Department. September 5. E.S.B. 26257/66.

MALAYSIA

(134/66) Water Treatment Plant for National Electricity Board. November 1. E.S.B. 26028/66.

NEW ZEALAND

(137/66) Electrical Equipment for Dunedin City Corporation. August 8. E.S.B. 26514/66.*

(137/66) Khaki Drill for General Post Office. August 17. E.S.B. 26532/66.*

(137/66) Generators for New Zealand Electricity Department. October 25. E.S.B. 26547/66.*

NIGERIA

(136/66) Electric Cookers for Ministry of Works and Housing. August 13. E.S.B. 26093/66.

PAKISTAN

(136/66) Pulley Blocks for Water and Power Development Authority. August 3. E.S.B. 26564/66.

SINGAPORE, REPUBLIC OF

(137/66) SHF Music Link Equipment for Ministry of Culture. August 10. E.S.B. 26261/66.*

(136/66) Heavy Lift Trailers for Port of Singapore Authority. August 10. E.S.B. 26233/66.*

(136/66) Sewage Purification Equipment for Public Works Department. (Further Information.) Closing date further extended to August 12. E.S.B. 22951/66.*

SOUTH AFRICA

(137/66) School Supplies for Cape Provincial Tender Board. August 9. E.S.B. 26525/66.*

State Tender Board:

(135/66) Cable. August 17. E.S.B. 26084/66.*

(135/66) Steam Cleaner; Air Compressor. August 3. E.S.B. 26082/66.*

(136/66) Vibrators. August 4. E.S.B. 26074/66.*

(136/66) Testing Equipment. August 4. E.S.B. 26077/66.*

(136/66) Meteorological Equipment. August 5. E.S.B. 26078/66.*

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(136/66) Enlarger Syringes. August 8. E.S.B. 26080/66.*
(136/66) Parachutes. August 8. E.S.B. 26081/66.*
(136/66) Cable. August 17. E.S.B. 26085/66.*
(136/66) Copper Wire. August 17. E.S.B. 26087/66.*
(136/66) Airfield Lighting Equipment. (Further Information.) Closing date postponed to August 4. E.S.B. 23443/66.*
(136/66) Planing Knives. August 4. E.S.B. 26076/66.*
(136/66) Visual Approach Slope Indicator Systems. Closing date postponed to August 11. E.S.B. 24269/66.*
(136/66) Foodstuffs Ingredients; Chemicals. August 8. E.S.B. 26079/66.*

SPAIN

(137/66) Machine Tools and Equipment for Direccion de Estudios y Planificacion Torrede. (Further Information.) Closing date postponed to August 11. E.S.B. 18461/66.*
(134/66) Hospital Construction for La Direccion General de Sanidad. (Further Information.) E.S.B. 43987/65.
(137/66) Port Improvement Works for Ministerio Obras Publicas. (Pre-qualification.) Closing date (a) Pre-Qualification September 8. (b) Tender December 15. E.S.B. 26565/66.

SYRIAN ARAB REPUBLIC

(136/66) Laboratory Equipment for Aleppo University. (Further Information.) Closing date (Part B) August 15. E.S.B. 26078/65.*

THAILAND

Department of Highways:
(137/66) Spare Parts for Tractor and Tyre Roller. August 3. E.S.B. 27122/66.
(137/66) Asphalt Tank. August 3. E.S.B. 27123/66.

Royal Irrigation Department:
(134/66) Spare Parts for Contractors Plant. August 17. E.S.B. 26014/66.
(137/66) Spare Parts for Tractor. August 4. E.S.B. 26599/66.
(137/66) Spare Parts for Tractors. August 4. E.S.B. 26600/66.

State Railways of Thailand:
(133/66) Rivets. August 11. E.S.B. 26020/66.
(133/66) Manganese Steel Bars. August 3. E.S.B. 26009/66.
(133/66) Switchgear. August 15. E.S.B. 26012/66.
(133/66) Light Fittings. August 10. E.S.B. 26017/66.
(134/66) Steel. August 8. E.S.B. 26010/66.*
(134/66) Welding Equipment. August 9. E.S.B. 26018/66.*
(137/66) Brass Bars and Copper Sheets. August 15. E.S.B. 27103/66.

Telephone Organization of Thailand:
(137/66) Addressing and Accounting Machines. August 4. E.S.B. 27107/66.
(137/66) Telecommunication Equipment. August 5. E.S.B. 27109/66.
(138/66) RT Receiver/Transmitters. August 19. E.S.B. 27127/66.
(134/66) Aluminium Foil for Thailand Tobacco Monopoly. August 9. E.S.B. 26015/66.*

TURKEY

Ministry of National Defence:
(136/66) Laboratory Apparatus. August 12. E.S.B. 26215/66.*
(136/66) Sera. August 16. E.S.B. 26207/66.*
(136/66) Wafering Machine. August 19. E.S.B. 26216/66.*
(133/66) Communication Equipment for PTT Administration. August 8. E.S.B. 25636/66.*
(136/66) Telecommunication Equipment for PTT Genel Mudurlugu. August 8. E.S.B. 26213/66.*
State Railways Administration:
(136/66) Crane Carriage. August 9. E.S.B. 26211/66.*
(136/66) Rail Welding Shop Equipment. August 8. Tender documents (in Turkish) available. E.S.B. 26210/66.*
(134/66) NATO. Building and Miscellaneous Works for the Turkish Authorities. Apply before August 10. G.D. 1616/66.

VIETNAM

Central Purchasing Authority:
(137/66) Measuring Instruments. August 5. E.S.B. 26508/66.*
(137/66) Ciphering Machine. August 5. E.S.B. 26509/66.*

ZAMBIA

(133/66) Bicycles for Central Supply and Tender Board. August 5. E.S.B. 25674/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the "Export Service Bulletin".

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H.28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate. Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, ext. 427).

Australia
(135/66) Inquiry for autoclave. E.S.B. 24063/66.
(137/66) Inquiry for adapter units. E.S.B. 24405/66.
(137/66) Inquiry for china and glassware; clocks; cutlery; fancy goods; optical goods; jewellery. E.S.B. 25945/66.
(137/66) Inquiry for piece-goods; sewing machines; textile machinery and components; tools. E.S.B. 25973/66.

Austria
(133/66) Agency inquiry for building machinery; interior decorations; metal windows; shop fittings. E.S.B. 25505/66.
(134/66) Agency inquiry for cooling units; restaurant machinery and equipment; vending machines. E.S.B. 25504/66.
(134/66) Agency inquiry for haberdashery; hand tools; needles. E.S.B. 25532/66.
(134/66) Agency inquiry for industrial machinery; plastic pvc. E.S.B. 25180/66.
(134/66) Agency inquiry for souvenir tinware; wool; yarns. E.S.B. 25199/66.
(134/66) Agency inquiry for washing-up machines and appliances. E.S.B. 25531/66.
(135/66) Agency inquiry for fuel oil additives. E.S.B. 12132/66.
(135/66) Agency inquiry for household appliances; sanitary equipment. E.S.B. 24929/66.
(134/66) Inquiry for building material; carpets; floor coverings. E.S.B. 22805/66.
(134/66) Inquiry for worsted material. E.S.B. 25177/66.

Bahamas
(133/66) Inquiry for plywood. E.S.B. 25555/66.
(135/66) Inquiry for steel conduit. E.S.B. 25514/66.
(136/66) Inquiry for clothing; footwear; indoor games; leather goods; sports goods. E.S.B. 25809/66.
(137/66) Inquiry for builders' hardware; ironmongery. E.S.B. 25885/66.

Bolivia
(135/66) Inquiry for rainwear. E.S.B. 24335/66.

British Honduras
(137/66) Agency inquiry for building supplies; cartridges; files; foodstuffs and confectionery; household materials; refrigerators; transistor radios; wire. E.S.B. 25810/66.
(137/66) Agency inquiry for engines; paint and paint accessories; ships' chandlery; steel; welding rods. E.S.B. 25815/66.

Canada
(133/66) Inquiry for men's wear and accessories. E.S.B. 22893/66.
(133/66) Inquiry for wire. E.S.B. 24808/66.
(137/66) Inquiry for clothing; socks; suitings. E.S.B. 26421/66.
(137/66) Inquiry for pumps. E.S.B. 25568/66.

Ceylon
(134/66) Development of new industries. C.R.E. 4360/62.

Chile
(135/66) Market report on mining machinery and equipment. E.S.B. 23102/66.

Colombia
(137/66) Inquiry for hand tools. E.S.B. 26393/66.

Cyprus
(135/66) Inquiry for automotive workshop equipment; garage equipment. E.S.B. 24588/66.

Dominican Republic
(134/66) Inquiry for sugar mill equipment. E.S.B. 25323/66.

Finland
(135/66) Agency inquiry for automobile accessories; electrical appliances; transistor radios. E.S.B. 20800/66.
(136/66) Inquiry for bathing suits; clothing; overalls. E.S.B. 24996/66.

France
(133/66) Agency inquiry for bakery ovens, machinery and equipment. E.S.B. 25357/66.
(136/66) Agency inquiry for packaging and parcelling machines and accessories. E.S.B. 25781/66.
(136/66) Direct air service from London for British Week in Lyons.

Germany, Federal Republic of
(137/66) Agency inquiry for knitwear; woollen fabrics. E.S.B. 25784/66.
(137/66) Agency inquiry for lubricants. E.S.B. 25720/66.
(133/66) Inquiry for transistors. E.S.B. 25757/66.
(134/66) Inquiry for glass. E.S.B. 26131/66.
(137/66) Inquiry for fruit processing machinery. E.S.B. 26412/66.

Ghana
(135/66) Inquiry for poultry feed manufacturing machinery. E.S.B. 25558/66.

Greece
(133/66) Agency inquiry for steel products. E.S.B. 25113/66.

Guyana
(135/66) Inquiry for polythene bag packing unit. E.S.B. 25577/66.

Hong Kong
(137/66) Inquiry for leather apron. E.S.B. 24804/66.

Iran
(134/66) Inquiry for diesel engines; saw blades. E.S.B. 25528/66.

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

(136/66) Inquiry for automotive gears; spare parts and manufacturing equipment. E.S.B. 24469/66.
(136/66) Inquiry for plastics raw materials. E.S.B. 25546/66.

Iraq
(137/66) Inquiry for aluminium sheets; timber. E.S.B. 25895/66.
(138/66) Agency inquiry for agricultural chemicals and fertilizers; agricultural equipment; feedstuffs; poultry. E.S.B. 25883/66.

Israel
(135/66) Agency inquiry for balances; synthetic jewels. E.S.B. 25702/66.
(135/66) Agency inquiry for bicycle tyres and tubes; bicycle, motorcycle and scooter spare parts. E.S.B. 18898/66.
(135/66) Agency inquiry for cosmetics; domestic appliances; soaps; toys. E.S.B. 25535/66.
(136/66) Agency inquiry for graphite; lubricants. E.S.B. 25517/66.
(136/66) Agency inquiry for insulators; wire. E.S.B. 25513/66.
(133/66) Inquiry for food additives and preservatives. E.S.B. 25588/66.

Italy
(137/66) Agency inquiry for metal sheets, coils, sections and tubes. E.S.B. 25735/66.
(134/66) Inquiry for barometers; photographic equipment; spectacles and associated articles. E.S.B. 25521/66.
(134/66) Inquiry for men's footwear. E.S.B. 25523/66.
(134/66) Inquiry for scarves; silk neckwear. E.S.B. 25522/66.

Jordan
(136/66) Agency inquiry for garage equipment. E.S.B. 21451/66.
(135/66) Inquiry for ball mill; grinding mill; powder mixer; powder filling machine. E.S.B. 25573/66.
(135/66) Inquiry for electric cable; PVC plastic shutter and conduit fittings and accessories. E.S.B. 25896/66.

Kenya
(136/66) Inquiry for suitings. E.S.B. 25806/66.

Mexico
(133/66) Inquiry for abrasive cutting-off machine; abrasive-making machinery and equipment; chemicals; grinders. E.S.B. 25342/66.

Morocco
(137/66) Inquiry for dry battery components. E.S.B. 25187/66.

New Zealand
(134/66) Manufacture under licence – hospital equipment; pressed steel products; wire. E.S.B. 24774/66.

Nicaragua
(137/66) Agency inquiry for linen and linen handkerchiefs. E.S.B. 25816/66.

Norway
(134/66) Inquiry for steel strapping; steel strapping machine; seals. E.S.B. 17210/66.

Pakistan
(136/66) Inquiry for films. E.S.B. 24904/66.

Saudi Arabia
(136/66) Inquiry in respect of road construction. E.S.B. 25957/66.

Singapore
(136/66) Inquiry for copper bar and strip; cable tray. E.S.B. 25562/66.

South Africa
(133/66) Inquiry for door furniture. E.S.B. 17467/66.
(134/66) Inquiry for cosmetics; pharmaceuticals; toiletries. E.S.B. 26118/66.
(137/66) Inquiry for anti-foaming agents; germicidal cream and disinfectants. E.S.B. 25519/66.
(137/66) Inquiry for bee keeping equipment; garden tools; hinges and fittings; lantern coverings. E.S.B. 17377/66.
(138/66) Inquiry for loud speaker components. E.S.B. 25871/66.

Spain
(138/66) Inquiry for domestic electrical products. E.S.B. 25926/66.

Switzerland
(133/66) Inquiry for fire-fighting equipment. E.S.B. 19307/66.
(137/66) Inquiry for bath cubes. E.S.B. 26119/66.
(137/66) Agency inquiry for women's clothing. E.S.B. 25821/66.

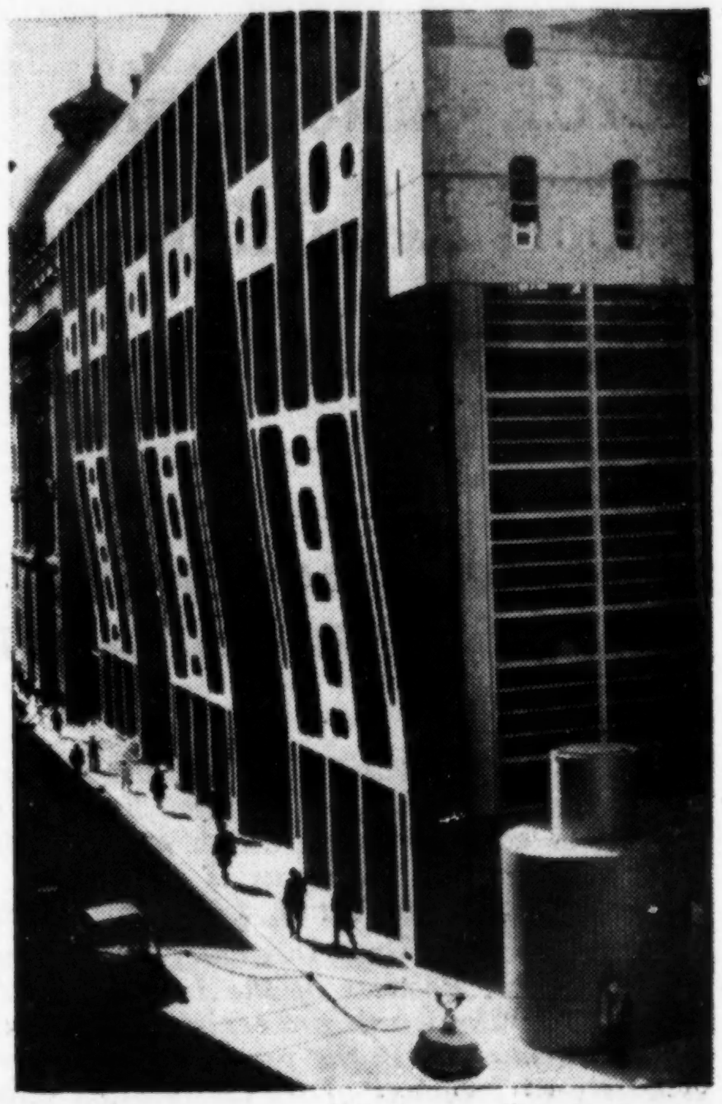
Tunisia/Benelux
(134/66) Trade Agreement. C.R.E. 7871/G.

United States of America
(133/66) Inquiry for advertising gift items; holloware; pewterware. E.S.B. 25370/66.
(133/66) Inquiry for chain. E.S.B. 25165/66.
(133/66) Inquiry for footwear. E.S.B. 25127/66.
(133/66) Inquiry for reconditioned machine tools. E.S.B. 25104/66.
(135/66) Visits by United Kingdom businessmen to United States establishments engaged on 'classified' work. C.R.E. 10361/G.
(137/66) Inquiry for aluminium. E.S.B. 23193/66.
(137/66) Inquiry for books and magazines; sports and hobbies products. E.S.B. 23811/66.
(137/66) Inquiry for canned meats. E.S.B. 25171/66.

Uruguay
(137/66) Inquiry for mining plant and machinery. E.S.B. 25371/66.

Zambia
(134/66) Inquiry for bottles; factory clothing; food products and additives; detergents and cleaning materials; packing requisites. E.S.B. 25190/66.

NEW BANK HEAD OFFICE IN BUENOS AIRES



The Bank of London & South America open their new local head office in Buenos Aires on July 15. The new building – the foundation stone was laid by HRH the Duke of Edinburgh during his 1962 tour of Latin America – is one of the most modern in South America and as bank architecture it is claimed to be unique. It is said to be the largest branch office of any British bank in the world.

Five members of a six-man mission to Britain seen before boarding a BOAC aircraft for London to attend the "Ships' Gear International '66" Exhibition at Olympia from June 29 – July 19. The delegates are the guests of the Australia Committee of the British National Export Council, London. From left to right:
Mr. T. E. Barker, Local Superintending Engineer, Union Steam Ship Co. of New Zealand Ltd. Sydney, Mr. M. G. Burgess, Supply Superintendent, Whyalla Shipbuilding and Engineering Works, Mr. M. J. Marshall, Counsellor (Commercial) British High Commission, Sydney, Mr. D. A. Gillies, Engineer Superintendent, Associated Steam Ships Pty. Ltd., Mr. D. C. Douglas, Director, A.B.T.A. Melbourne, Mr. G. B. Williams, Superintendent, Adelaide Steam Ship Co. Ltd., Mr. G. Griffiths, Engineer Superintendent, The Australian National Line. The sixth member of the delegation who left later, is Mr. A. N. Dick, Chief Technical Superintendent, State Shipping Service of Western Australia.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Anglo-Irish free trade area agreement Preferential rates of customs duty

NOTICE NO. 1029, issued by the Revenue Commissioners of the Irish Republic, is reproduced below (see paragraph 13 of the article on British Exports and the Anglo-Irish Free Trade Area Agreement published in the *Board of Trade Journal* dated July 15, 1966).

THIS NOTICE deals with the various preferential rates of customs duty which may be claimed on goods imported into Ireland and details the requirements to qualify for these rates. Attention is drawn to the requirements resulting from the Anglo/Irish Free Trade Area Agreement for claiming United Kingdom Preference; to the preference for certain goods of Northern Ireland origin and to altered requirements for certain goods of Canadian origin. The new arrangements take effect in respect of goods imported on or after July 1, 1966. The notice supersedes Notice No. 27A.

1. PREFERENCE. Dutiable goods of specified kinds produced in certain countries or areas are, subject to the requirements of the following sections, charged on importation with customs duties at reduced rates, or are admitted free of duty. The Tariff which is referred to in this Notice is the Customs and Excise Tariff of Ireland. In this connection and for the purposes of this Notice generally the term 'Ireland' is to be interpreted as exclusive of the Six Counties known as Northern Ireland. Copies of the Tariff may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1 – price 12s. 6d.

2. DIFFERENT TYPES OF PREFERENCE.

There are four different types of preference as follows:

(*a*) COMMONWEALTH PREFERENCE which applies to certain goods grown, produced or manufactured in, and consigned from, the area comprising the British Commonwealth and the Republic of South Africa.

(*b*) SPECIAL PREFERENCE which applies to certain goods grown, produced or manufactured in Canada and to certain fruit of Canadian, Australian or South African origin.

(*c*) UNITED KINGDOM PREFERENCE which applies to certain goods grown, produced or manufactured in, and consigned from, the United Kingdom. For the purpose of this preference, the expression 'United Kingdom' means Great Britain, Northern Ireland, the Channel Islands and the Isle of Man.

(*d*) NORTHERN IRELAND PREFERENCE which applies to certain goods consigned from Northern Ireland and produced or manufactured in Northern Ireland by a firm which was engaged in producing or manufacturing the same goods in Northern Ireland on March 1, 1966.

3. COMMONWEALTH PREFERENCE.

(1) Commonwealth preferential rates of duty are shown in the column headed 'Preferential' of the Schedule of Customs Duties in the Tariff. A Commonwealth rate exists for goods of a particular class where the rate shown for such goods in the column headed 'Preferential' is less that that shown for the goods in the column headed 'Full'.

(2) To qualify for a particular Commonwealth preferential rate of duty, goods must be of a kind classified for customs purposes at the Tariff heading/subheading to which the rate applies and they must have been grown, produced or manufactured in and consigned from the preference area, i.e., the area comprising the British Commonwealth and the Republic of South Africa.

If the goods are growth or produce – as distinct from manufactured goods – they must be wholly the growth or produce of the preference area and not a mixture of preference area goods and other goods, and they must not have undergone any processing outside the preference area. Tea, however, is eligible for preference only if it has been grown in the preference area and has not been subjected to any process of blending outside the particular country in which it was grown.

Manufactured goods must have been manufactured in the preference area. Not less than a prescribed proportion of their value, calculated in accordance with the rules set out in Section 11, must be the result of labour in that area or in that area and Ireland and they must also have acquired their essential character in the area. The proportion of value prescribed to qualify for Commonwealth preference is 25 per cent for manufactured goods other than manufactured tobacco. For manufactured tobacco to qualify for the preference the minimum proportion of value prescribed which must be the result of labour in the preference area is 5 per cent but the preferential rate of duty is granted only in respect of a proportion of the manufactured article corresponding to the proportion of dutiable material used in its manufacture which is shown to have been grown or produced in the preference area.

(3) Where goods contain spirits, duty at the preferential rate is not allowable on the spirit content unless the goods as a whole qualify for preference.

(4) For information as to the procedure for claiming admission of goods at Commonwealth Preferential rates of duty and as to the appropriate forms of Certificate of Origin to be used see sections 8, 9 and 10.

4. SPECIAL PREFERENCE.

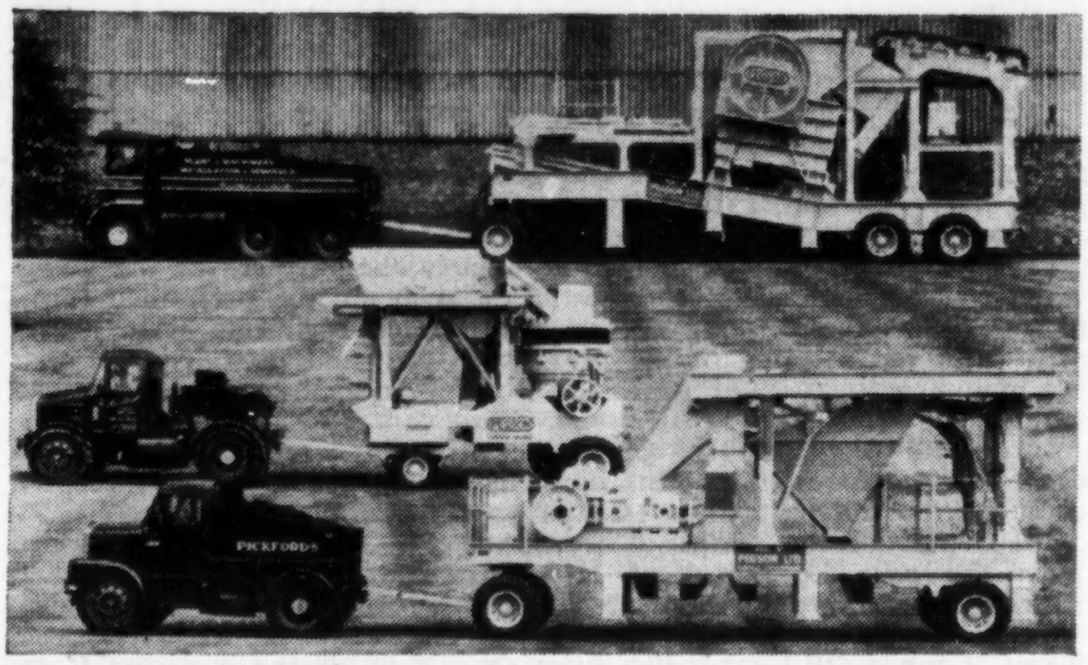
(1) Special Preferential rates of duty are shown in the column headed 'Special Preferential' of the Schedule of Customs Duties in the Tariff. A Special Preferential rate exists for goods of a particular class where the rate shown for such goods in the column headed 'Special Preferential' is less than that shown for the goods in the column headed 'Preferential'.

(2) To qualify for a particular Special Preferential rate of duty, goods must be of a kind classified for customs purposes at the Tariff heading/subheading to which the rate applies and except as mentioned at (3) below they must have been grown, produced or manufactured in Canada.

If the goods are growth or produce – as distinct from manufactured goods – they must be wholly the growth or produce of Canada and not a mixture of Canadian goods and other goods and they must not have undergone any processing outside Canada.

Manufactured goods must have been manufactured in Canada. If of any of the descriptions listed in column 2 of the Table appearing in section 12 they must have been manufactured in Canada by the appropriate qualifying process specified in column 3 of the Table. If of any other description, not less than a prescribed proportion of their value calculated in accordance with the rules set out in section 11 must be the result of labour in Canada or in Canada and Ireland and they must have acquired their essential character in Canada. The prescribed proportion of value for the purpose of claiming the Special Preferential rate is 25 per cent except as set out below:

Glass mirrors of tariff heading No. 70.09 (B) (2) (*b*)	50 per cent
Paper bags of tariff heading No. 48.16 (B)	50 per cent
Woven fabrics which contain more than 60 per cent by weight of cotton classified at tariff heading Nos. 50.09 (C) (2) (*b*) (i), 50.10 (C) (2) (*b*) (i), 55.07 (C) (1), 55.08 (B) (1), 55.09 (D) (2) (*a*), 58.04 (B) (1) (*a*) (ii), 58.05 (F) (3) (*a*), 59.07 (C) (2) (*b*) (i), 59.09 (B) (2) (*b*) (i), 59.11 (C) (2) (*b*) (i), 59.12 (E) (2) (*b*) (i) and 59.16	50 per cent
Motor cars of tariff heading No. 87.02 (A) (2) (*a*)	75 per cent
Woven fabrics which contain not less than 40 per cent by weight of man-made fibres or of silk and man-made fibres, and are of a value not exceeding one shilling and three pence per square yard classified at tariff heading Nos. 50.09 (C) (2) (*b*) (iii), 50.10 (C) (2) (*b*) (iii), 51.04 (C) (2), 53.11 (C) (2) (*b*), 53.12 (B) (2), 53.13 (B) (2), 54.05 (C) (3), 55.07 (C) (2), 55.08 (B) (2), 55.09 (D) (2) (*b*), 56.07 (D) (2), 57.09, 57.11, 58.04 (B) (2), 59.07 (C) (2) (*b*) (ii) (I), 59.09 (B) (2) (*b*) (ii) (I), 59.11 (C) (2) (*b*) (ii) (I) and 59.12 (E) (2) (*b*) (ii) (I)	75 per cent



One of the largest mobile crushing and screening plants made by Pegson Limited, Coalville, Leics. has recently been supplied to a customer in Spain. Seen in the photograph above ready to leave on the 120-mile road journey to Liverpool docks, the plant comprises three self-contained units, each tailored for quick transfer from site to site and offering a high degree of flexibility as to lay-out. Rock fed to the primary crusher is up to 2 ft. in size. This is subsequently processed to give a range of aggregates of ¾ in. and below for use in the construction of roads, bridges, dams, aircraft runways and similar works.

(3) The Special Preferential Rate also applies to fruit of Australian or South African origin classified at subheadings 08.11 (A) (2), 20.06 (A) (1) and 20.06 (B) (1) (*a*) of the Tariff. Requirements to qualify for the preference are as set out at (2) above with the substitution of Australia or South Africa, as the case may be, for Canada.

(4) For information as to the procedure for claiming admission of goods at Special Preferential rates of duty and as to the appropriate forms of Certificate of Origin to be used see sections 8, 9 and 10.

5. UNITED KINGDOM PREFERENCE.

(1) United Kingdom Preferential rates of duty are shown in the column headed 'United Kingdom' of the Schedule of Customs Duties in the Tariff. A United Kingdom Preferential rate exists for goods of a particular class where the rate shown for such goods in the column headed 'United Kingdom' is less than that shown for the goods in the column headed 'Preferential'.

(2) To qualify for a particular United Kingdom rate of duty, goods must be of a kind classified for customs purposes at the Tariff heading/subheading to which the rate applies and they must have been grown, produced or manufactured in, and consigned from, the United Kingdom.

If the goods are growth or produce – as distinct from manufactured goods – they must be wholly the growth or produce of the United Kingdom and not a mixture of United Kingdom goods and other goods and they must not have undergone any processing outside the United Kingdom.

Manufactured goods, if of any of the descriptions listed in Column 2 of the Table appearing in section 12, must have been manufactured in the area to which the Anglo/Irish Free Trade Agreement applies by the appropriate qualifying process specified in column 3 of the Table and in addition the last stage of manufacture must have been carried out in the United Kingdom. If of any other description, not less than a prescribed proportion of their value calculated in accordance with the rules set out in section 11 must be the result of labour in the area to which the Anglo/Irish Free Trade Agreement relates and they must have acquired their essential character in the United Kingdom. The prescribed proportion of value for the purpose of claiming the United Kingdom Preferential rate is 25 per cent except as set out below:

Glass mirrors of tariff heading No. 70.09 (B) (2) (*b*)	50 per cent
Paper bags of tariff heading No. 48.16 (B)	50 per cent
Woven fabrics which contain more than 60 per cent by weight of cotton classified at tariff heading Nos. 50.09 (C) (2) (*b*) (i), 50.10 (C) (2) (*b*) (i), 55.07 (C) (1), 55.08 (B) (1), 55.09 (D) (2) (*a*), 58.04 (B) (1) (*a*) (ii), 58.05 (F) (3) (*a*), 59.07 (C) (2) (*b*) (i), 59.09 (B) (2) (*b*) (i), 59.11 (C) (2) (*b*) (i), 59.12 (E) (2) (*b*) (i), and 59.16	50 per cent
Goods classified at tariff heading Nos. 32.08, 32.09, 64.01, 64.02, 64.03, 64.04, 73.40 (B), 76.16 (C), 83.04, 94.01 (A), 94.02 (A), 94.03 (A), 94.03 (B), 94.03 (C) and 97.04 (B)	50 per cent
Motor cars of tariff heading No. 87.02 (A) (2) (*a*)	75 per cent
Woven fabrics which contain not less than 40 per cent by weight of man-made fibres or of silk and man-made fibres, and are of a value not exceeding one shilling and threepence per square yard classified at tariff heading Nos. 50.09 (C) (2) (*b*) (iii), 50.10 (C) (2) (*b*) (iii), 51.04 (C) (2), 53.11 (C) (2) (*b*), 53.12 (B) (2), 53.13 (B) (2), 54.05 (C) (3), 55.07 (C) (2), 55.08 (B) (2), 55.09 (D) (2) (*b*), 56.07 (D) (2), 57.09, 57.11, 58.04 (B) (2), 59.07 (C) (2) (*b*) (ii),(I) 59.09 (B) (2) (*b*) (ii) (I), 59.11 (C) (2) (*b*) (ii) (I) and 59.12 (E) (2) (*b*) (ii) (I)	75 per cent

(3) In the case of manufactured tobacco consigned from, and manufactured in, the United Kingdom from materials not falling in Tariff heading No. 24.02 duty is charged as follows:

(i) in respect of the proportion of the manufactured article corresponding to the proportion of dutiable material used in its manufacture which is shown to have been grown or produced in the area comprising the British Commonwealth and the Republic of South Africa – the rates of duty shown in column (2) of the Table in Note 3 to Chapter 24 of the Schedule of Customs Duties in the Tariff. and

(ii) in respect of the remaining proportion of the manufactured article – the rates of duty shown in column (1) of the Table in Note 3 to Chapter 24 of the Schedule of Customs Duties in the Tariff.

(4) For information as to the procedure for claiming admission of goods at United Kingdom preferential rates of duty and as to the appropriate forms of Certificate of Origin to be used see sections 8, 9 and 10.

6. NORTHERN IRELAND PREFERENCE.

(1) Northern Ireland preferential rates of duty are shown in the column headed 'Northern Ireland' of the Schedule of Customs Duties in the Tariff. A Northern Ireland preferential rate exists for goods of a particular class where the rate shown for such goods in the column headed 'Northern Ireland' is less than that shown for the goods in the column headed 'United Kingdom'.

(2) To qualify for a particular Northern Ireland preferential rate of duty, goods must be of a kind classified for customs purposes at the Tariff heading/subheading to which the rate applies and they must have been consigned from Northern Ireland and produced or manufactured in Northern Ireland by a firm which was engaged in producing or manufacturing the same goods in Northern Ireland on March 1, 1966.

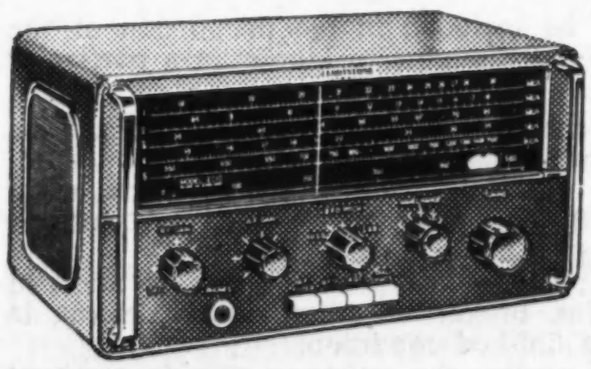
If the goods are produce – as distinct from manufactured goods – they must be wholly the produce of Northern Ireland and not a mixture of Northern Ireland goods and other goods and they must not have undergone any processing outside Northern Ireland.

Manufactured goods must have been manufactured in Northern Ireland and not less than a prescribed proportion of their value calculated in accordance with the rules set out in section 11 must be the result of labour in Ireland (including Northern Ireland) and the goods must have acquired their essential character in Northern Ireland. The prescribed proportion of value for the purpose of claiming the Northern Ireland preferential rate, where such a rate exists for the goods, is the same as that set out for goods of the same classification in the section above dealing with United Kingdom preference.

(3) For information as to the procedure for claiming admission of goods at Northern Ireland preferential rates of duty and as to the appropriate forms of Certificate of Origin to be used see sections 8, 9 and 10.

Eddystone EC10

A superb receiver with full short-wave coverage



The Eddystone 'EC10' transistorised communications receiver gives a wide range of listening interest. It has complete coverage through from medium waves to 10 metres and, with its high sensitivity, enables stations over long distances to be received. The 'EC10' is small, compact, and ready for use anywhere. A battery unit is fitted as standard, and a mains unit is also available. Robustly constructed in two-tone grey cabinet.

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IRISH REPUBLIC, *continued*

7. SPECIAL CHARGING PROVISIONS.

The expressions 'Special Preferential' and 'United Kingdom' where mentioned in relation to the rates of duty for Special Charging Provisions in Part 3 of the Tariff have the same meanings as at (*b*) and (*c*) of section 2 of this Notice.

8. PROCEDURE FOR CLAIMING PREFERENCE.

Preference must be claimed at the time of importation. Where a customs entry (Form Cu 107) is required to be presented, the particular type of preference for which the goods are eligible should be claimed in writing on the entry form and a completed Certificate of Origin on the appropriate form should accompany the entry. If the goods are being imported by parcel post, or by 'Green Label' letter packet, the Customs Declaration Form affixed to each parcel (or to the 'Green Label' if the goods are being imported by letter packet) should be conspicuously marked with the words –

'Preference Claimed – *Preferential rate:*
Certificate of Origin enclosed'
or
'Preference Claimed – *Special Preferential rate:*
Certificate of Origin enclosed'
or
'Preference Claimed – *United Kingdom rate:*
Certificate of Origin enclosed'
or
'Preference Claimed – *Northern Ireland rate:*
Certificate of Origin enclosed'

as appropriate, depending on the particular type of preference for which the goods qualify, and a properly completed Certificate of Origin should be enclosed with each parcel or packet.

Where Northern Ireland preference is claimed the invoice for the goods must bear a certificate in the following form:

I certify that the producer/manufacturer of the goods herein invoiced was producing/manufacturing the same goods in Northern Ireland on March 1, 1966.

The certificate must be signed by the producer/manufacturer of the goods or by a partner or authorized principal official of the producer/manufacturer and it must bear the official stamp of the Northern Ireland Chamber of Commerce and Industry, 7 Donegall Square, West, Belfast. This requirement is additional to a properly completed certificate of origin.

Where the above requirements are not complied with, duty may be assessed at the full rate. It is, therefore, important that importers, when ordering goods which are to be sent by post, should advise the sender of the necessity for compliance with these requirements if it is desired to claim preference. The prescribed forms of Certificate of Origin are indicated in section 9.

Before preference is granted it must be shown to the satisfaction of the Revenue Commissioners that the goods qualify for the particular preference claimed. If the evidence furnished in support of the claim is incomplete or otherwise unsatisfactory the Commissioners may call for such additional evidence as they may require to establish the entitlement of the goods to the preference claimed.

9. CERTIFICATES OF ORIGIN.

(1) A claim of admission of goods at a preferential rate of customs duty must be supported by a Certificate of Origin in a prescribed form. The prescribed forms and the purposes for which they are to be used are as follows:—

Certificate of Origin

Form No.	*Purpose for which to be used*
Cu 166	For all classes of goods (other than manufactured tobacco) for which United Kingdom preference is claimed.
Cu 167	For manufactured tobacco for which United Kingdom or Commonwealth preference is claimed.
119*	For goods which are growth or produce, for which Commonwealth preference is claimed. This form, suitably adapted, is also appropriate for growth or produce for which Special Preference or Northern Ireland Preference is claimed.
120*	For manufactured goods (other than manufactured tobacco) for which Commonwealth Preference is claimed.
Cu 120A	For manufactured goods for which Special Preference is claimed, the form to be suitably adapted where the goods are of a kind for which a qualifying process is specified.
Cu 120B	For manufactured goods for which Northern Ireland preference is claimed, adapted as necessary where the 'prescribed minimum percentage of value' exceeds 25 per cent.

*Present stocks of these forms are numbered in the 'Sale' series – 119 Sale and 120 Sale respectively. The forms are, however, now available free of charge and future issues will be numbered Cu 119 and Cu 120.

Form Cu 166 is a new form for goods for which United Kingdom preference is claimed. It replaces forms Cu 119 and Cu 120A for this purpose. The form has been designed to harmonize with the aligned series of simpler export documents sponsored by the British Board of Trade. Form Cu 167 will replace Form Cu 121.

(2) The Certificate of Origin, in the appropriate form, must be given by the grower or producer (if the goods are growth or produce), or by the manufacturer (if the goods are manufactured goods) and it must be signed by the proprietor or a partner or principal official of the firm or company concerned. In cases where the exporter is not also the grower, producers or manufacturer of the goods, he must complete the supplementary Certificate identifying the goods shipped with those described in the main Certificate.

(3) A Certificate of origin incorporated in the invoice for the goods will be accepted in place of a certificate given on the prescribed form, provided that the wording of the incorporated certificate is in agreement with the wording of the prescribed form and provided also that the requirements at (2) above as to signatory or signatories are complied with.

(4) Where new forms of Certificate of Origin are being introduced certificates given on the forms previously appropriate will be accepted provided that all particulars essential to the claim are furnished.

(5) Copies of the forms of Certificate of Origin may be obtained from the principal offices of HM Customs and Excise in London, Birmingham, Liverpool, Manchester, Nottingham, Glasgow and Cardiff: from Córas Tráchtála (Irish Export Board), Ireland House, New Bond Street, London, W.1, and also from the Office of the Revenue Commissioners, Dublin Castle, Dublin 2 or the Collector of Customs and Excise, Custom House, Dublin 1.

Traders may have their own certificates of origin printed provided they conform to the official forms in lay-out, colour and wording except for the omission of the official crest and of the various alternatives which normally have to be deleted, e.g., one of the origin criteria on Form Cu 166. Traders who wish to avail of this facility should make application to the Office of the Revenue Commissioners, Dublin Castle, Dublin 2.

10. EVIDENCE OF CONSIGNMENT.

Where consignment of the goods from a particular country or area is a condition for the grant of preference, the importer may be required to produce evidence (e.g., bill of lading, way-bill or consignment note) to show that this requirement is satisfied. The condition is not fulfilled if the goods are consigned to a country outside the particular preference area and re-consigned from there to Ireland.

11. RULES FOR CALCULATING, FOR PREFERENCE PURPOSES, THE PROPORTION OF THE VALUE OF AN ARTICLE WHICH IS THE RESULT OF LABOUR IN A PARTICULAR COUNTRY OR AREA.

As indicated in Section 3, 4, 5 and 6, it is one of the conditions for the grant of preference for various classes of goods that a prescribed proportion of value of the goods must be the result of labour in the country or area to which the preference applies. In calculating the prescribed proportion of value, for this purpose, the following rules apply:

(*a*) where a number of separate articles are included in one parcel or shipment, each article shall be considered separately for the purpose of calculating the proportion of its value which is the result of labour within a particular country or area;

(*b*) the value of an article for the purposes of these rules shall be its cost to the manufacturer at the factory or works, and shall include the value of containers and other forms of interior packing ordinarily sold with such article when it is sold retail, but shall not include the manufacturer's or exporter's profit or the cost of exterior packing, carriage to port and other charges incidental to the export of such article subsequent to its manufacture;

(*c*) in calculating the proportion of the value of an article which is the result of labour within a particular country or area there may be included, under the head of labour –

(i) the cost to the manufacturer of any materials entering into the composition of the article (including containers and other forms of interior packing ordinarily sold with the article when it is sold retail) the origin of which is entirely attributable to such country or area;

(ii) the cost of manufacture (including wages and factory over-head charges) and

(iii) the cost of the labour of packing for retail sale.

The following may *not* be included in the proportion of the value of an article which is attributable to labour in a particular country or area –

(i) any materials entering into the composition of the article (including containers and other forms of interior packing ordinarily sold with the article when it is sold retail) the origin of which is not entirely attributable to such country or area;

(ii) manufacturer's profit or the profit or remuneration of any trader, agent, broker or other person dealing in the article in its finished condition;

(iii) the expenses of placing the article in outside packages for export; and

(iv) the cost of such packages, transportation charges, insurance and other charges for services after the article leaves the place of manufacture.

12. QUALIFYING PROCESSES FOR DETERMINING FOR PREFERENCE PURPOSES THE COUNTRY OR AREA OF MANUFACTURE OF CERTAIN CLASSES OF GOODS.

(1) Subject to the requirements indicated in the following paragraphs (2) and (3) goods of the descriptions listed in column 2 of the Table shall be regarded as having been manufactured

(i) in the area to which the Anglo/Irish Free Trade Area Agreement applies if the last stage of their manufacture took place in the United Kingdom and they were manufactured in the Area to which the Anglo/Irish Free Trade Agreement applies by the appropriate qualifying process specified in column 3 of the Table; and

(ii) in Canada if the last stage of their manufacture took place in Canada and they were manufactured in Canada by the appropriate qualifying process specified in column 3 of the Table.

(2) The appropriate qualifying process shall be performed in respect of each and every article comprised in the goods, excluding any packing.

(3) All stages of the manufacture of the goods from the commencement of the qualifying process shall be performed within the country or area concerned.

(4) Where a qualifying process provides for manufacture from alternative materials (e.g., 'manufacture from ..... or .....'), the use of one of the materials does not preclude the use of any of the specified alternative materials.

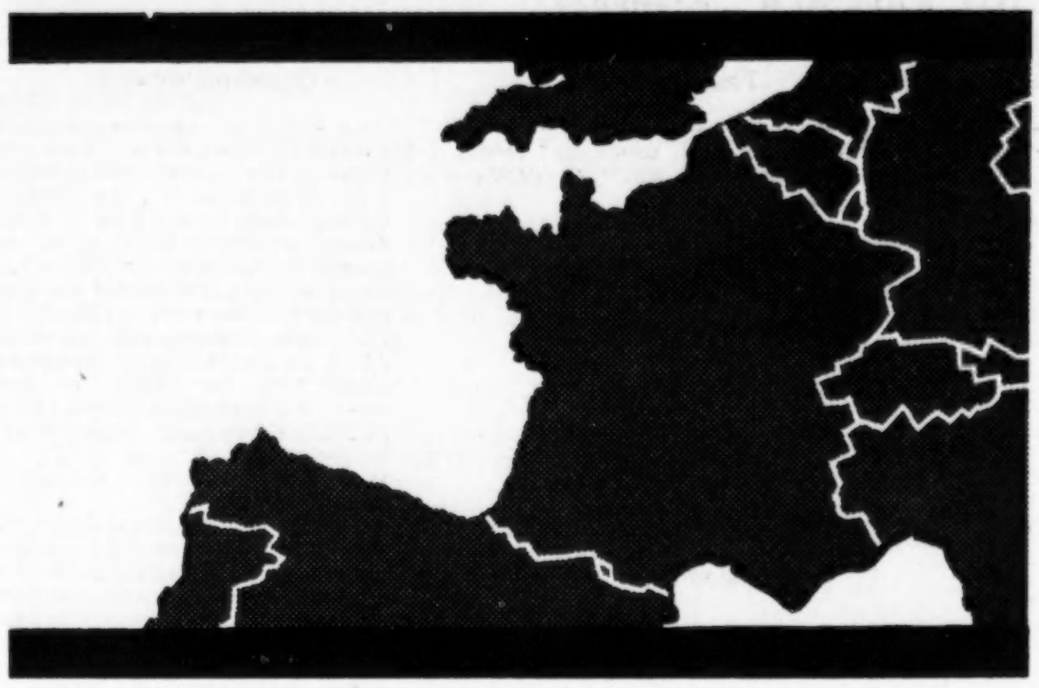
(5) Four figure references of the type '57.06' in columns 1 and 3 of the Table are references to headings in the Tariff; references to Chapters are references to Chapters in the Tariff. The headings in column 1 and the descriptions of goods in column 2 are to be interpreted in accordance with the scope of the headings and subheadings in the Tariff. The prefix 'ex' before some of the Tariff heading numbers in column 1 means that the particular description of goods, to which the specified qualifying process criterion applies, forms only part of the range of goods covered by the heading in column 1.

Column 1 Tariff Heading Number	Column 2 Finished Product	Column 3 Qualifying Process
57.03 (A) 57.03 (B) 57.03 (C)	Jute, raw or processed but not spun; tow and waste of jute (including pulled or garnetted rags or ropes) Flock, engine cleaning waste and rovings containing wool or hair	Manufacture from natural fibres, not spun or thrown and, in the case of fibres falling in Chapter 53, 55 or 57, not carded or combed; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from materials not falling in Chapters 50 to 62.
57.06	Yarn of jute	Manufacture from natural fibres, not spun or thrown, and, in the case of fibres falling in Chapter 53 or 55, not carded or combed; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from materials not falling in Chapters 50 to 62.
57.10	Woven fabrics of jute . . .	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (*a*) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from coir yarn (ex 57.07); or from materials not falling in Chapters 50 to 62.
ex 58.02 (B) (2)	Floor coverings, other than cut-pile carpets, containing more than 75% by weight of jute	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (*a*) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from coir yarn (ex 57.07); or from materials not falling in Chapters 50 to 62.
58.05 (F) (1)	Narrow woven fabrics exceeding 4½ oz. in weight per square yard, containing more than 75% by weight of jute	Manufacture from natural fibres, not spun or thrown, and in the case of fibres falling in Chapter 53 or 55, not carded or combed; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from materials not falling in Chapters 50 to 62.
ex 59.02	Felt and articles of felt, whether or not impregnated or coated, wholly or mainly of jute	Manufacture from natural fibres, not spun or thrown, and, in the case of fibres falling in Chapter 53 or 55, not carded or combed; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from materials not falling in Chapters 50 to 62.

(*Continued on next page*)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



BUSINESS IN FRANCE?

Businessmen interested in developing trade with France will find it worth their while to discuss their plans with us. Barclays Bank (France) Limited, the largest British Bank in France, has twelve branches there as well as one in Monaco and two in Algeria; and it is of course an integrated part of the vast network of the Barclays Group. In London Barclays staff understand the problems and possibilities of overseas trade. In France Barclays staff, both British and French, know the country well.

The manager of your nearest branch will be glad to explain more fully how our knowledge of France can be of help to you. Alternatively, please get in touch with any of our specialised Foreign branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Foreign Branches also at Birmingham, Bradford, Bristol, Cardiff, Ipswich, Liverpool, Luton, Manchester, Newcastle upon Tyne, Nottingham, Reading and Southampton

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IRISH REPUBLIC, *continued*

Column 1 Tariff Heading Number	Column 2 Finished Product	Column 3 Qualifying Process
ex 59.04	Twine, cordage, ropes and cables, plaited or not, wholly or mainly of jute	Manufacture from natural fibres, or fibres of the kind defined in Note 1 (*a*) to Chapter 51, not spun or thrown, and, in the case of fibres falling in Chapter 53, 55 or 56, not carded or combed; or from yarns made entirely of fibres of the kind defined in Note 1 (*a*) to Chapter 51 and being continuous yarn (ex 51.01 or ex 51.02) or continuous single yarn (ex 59.04); or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from coir yarn (ex 57.07); or from materials not falling in Chapters 50 to 62.
ex 62.03	New sacks and bags, of a kind used for the packing of goods, wholly or mainly of jute	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (*a*) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from materials not falling in Chapters 50 to 62.
ex 62.05	Other made up textile articles (including dress patterns) wholly or mainly of jute	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (*a*) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from materials not falling in Chapters 50 to 62.

DUBLIN CASTLE,
June, 1966.

NOTICE No. 1029

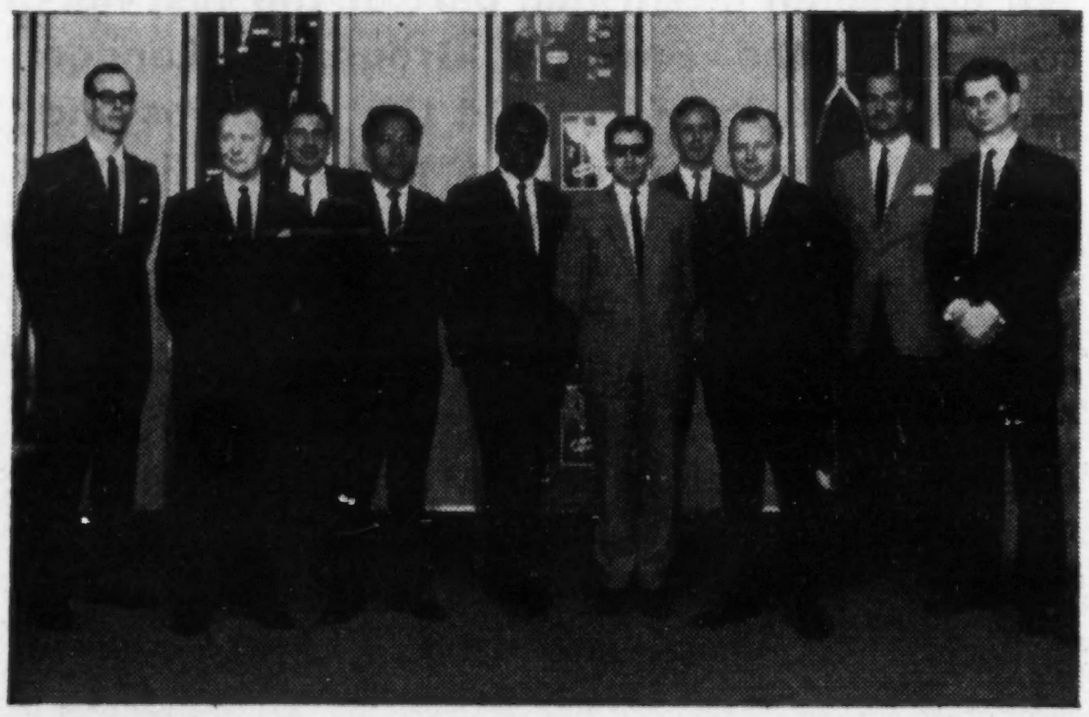
Any inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1. (Abbey 7877, Ext. 2270).

FEDERAL REPUBLIC OF GERMANY

Assimilation levies on sugar confectionery

BY AN ORDER dated July 4 amending the Federal Customs Tariff (Bundesgesetzblatt Part II, 1966, No. 31), the Federal German Government has extended until October 31, 1966, the current rates of assimilation duty on sugar confectionery and fine bakery products.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).



Six senior executives, all from different nations, paid a two-day visit to Wilkinson Sword Limited recently to study the company's international operations. The executives, occupying key positions in commerce or industry, were Fellows of the Centre D'Etudes Industrielles (International Management Development Institute) in Geneva. *Picture shows, left to right: P. C. Gunyon from Canada, F. R. Owen, personnel manager of Wilkinson Sword; D. J. Kemp, production manager of Wilkinson Sword; S. Sugioka from Japan; S. O. Oloko, Nigeria; A. Ben Hassine, Tunisia; S. W. Manning, planning manager of Wilkinson Sword; H. H. H. Rittau, Germany; R. Dethorey, Sweden; H. B. Fox, production director of Wilkinson Sword.*

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS MINISTERIAL Order No. D6/4874 of July 1, 1966 (*Nederlandse Staatscourant* No. 125 of July 1), contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from the Netherlands before they have undergone some from of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from July 3, 1966.

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced duty (Per cent)	
		OLD (Prior to Jan. 1. 1966)	NEW (From Jan. 1. 1966)	OLD (Prior to Jan. 1. 1966)	NEW (From Jan. 1. 1966)
73.02 C.	Ferro-silicon	3,500	300*	Free	1·5

* There is also a duty-free tariff quota of 2,700 metric tons for 1966 in respect of ferro-silicon (see *Board of Trade Journal* of June 10, 1966, Page 1334).

A previous notice on the Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of July 1, 1966, page 61.

Introduction of an insured letter service to Italy

THE GENERAL POST OFFICE has drawn attention to the fact that insured letters may now be sent to Italy. The limit of insured value is £115.

TANZANIA

Import licensing regulation

GENERAL NOTICE NO. 1294, published in the United Republic of Tanzania *Gazette* dated July 1, adds, with effect from June 20, the following item to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 0 – Food
Division 06 – Sugar, sugar preparation and honey
062 0 0 – Boiled sweets, toffees and caramels

Note:

Licences will be issued for imports of boiled sweets, toffees and caramels to the value of Shs. 2s. per lb. c.i.f. and above.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF UPPER VOLTA

Global quotas 1966

IT HAS BEEN announced in Ouagadougou, Republic of Upper Volta, that the following quotas have been opened for the import of goods originating from countries outside the Franc zone:

Quota No.	Description	Quota values in French francs.
15 and 16	Fabrics, printed and non-printed	1,500,000
22 and 23	Motor-cars	900,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 6) Regulations, 1966, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from July 1 to the following extent:

Tariff Item	Item	Effective Rate
	By the insertion of the following:	
Ex 15	Corn and grain (not including infants' foods, patent or proprietary foods, or corn and grain prepared as vegetables):	
	(a) Wheat:	
	(i) In the grain	Free
Ex 32	Milk (including cream) fresh, condensed or preserved:	
	(a) Full cream:	
	(i) Dried	Free
	(iii) Other	Free
	(b) Skimmed or separated	Free
207	Tallow, animal and vegetable, including oleine	Free

DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA, FORMERLY LEOPOLDVILLE)

New law regarding companies operating in the Republic

A NEW LAW (Ordonnance Loi 66/341) has recently been promulgated regarding firms whose principal field of operations is in the Democratic Republic of the Congo.

Such firms are obliged under this law to have their administrative headquarters and registered office in the Republic. If they are not already so situated, they must be transferred before January 1, 1967, and conform in all ways to the Company Laws of the Republic.

A copy of this law (in French) is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479), to whom any inquiries should be addressed.

UGANDA

Import licensing

IN RECENT EDITIONS of the *Board of Trade Journal* details were published of the imposition of import licensing in Uganda.

Mr. Ssentongo, Permanent Secretary to the Uganda Treasury, outlined a few points concerning the new regulations at a recent press conference in Uganda. He drew attention to the Government's wish to build up the Ugandan import wholesale system and said that licences would only be issued to resident companies or non-resident companies whose Uganda branch was adequately capitalized. He indicated that stock holding on an East African basis would still be possible because in approved cases the Ministry would issue licences for the import of items from stocks in the other two territories of East Africa. He also made it clear that the Uganda Government wished to encourage direct ordering from overseas as much as possible.

Customs tariff amendments

IN THE *Board of Trade Journal* of July 1 (pages 59 and 60) a notice was published giving details of customs tariff changes in Kenya. At the time of preparing the notice full details of the customs amendments as they applied to Uganda were not available. The Board of Trade has now received the Uganda *Official Gazette* which contains a comprehensive list of customs changes. With the exception of the following items changes in the tariff are in accord with the details already published in the notice referred to above.

FIRST SCHEDULE

Item No.	Article	Import Duty	Suspended Duty
	Delete the suspended duty and substitute the following import duty:		
1	(e) Meat and meat products, tinned, bottled or preserved other than by cold process	*ad val.* 37½%	
2	Bacon and ham	*ad val.* 37½%	
4	Butter	*ad val.* 37½%	
5	Cheese	*ad val.* 37½%	
12	(c) Salmon	*ad val.* 37½%	
	(e) Other fish including fish preserved solely by cold process, canned and bottled fish, and fish products	*ad val.* 37½%	
13	(c) Prepared cereals including preparations known as breakfast foods	*ad val.* 37½%	
15A	(a) Jams, marmalades, fruit jellies, syrup, treacle, honey and similar preparations	*ad val.* 37½%	
	(b) Pickles, sauces, soups and salad dressings including olive oil, vinegar and vinegar substitutes	*ad val.* 37½%	
	(c) Fruits, vegetables including edible fungi and vegetable preparations, tinned, bottled, dried, crystallized and otherwise preserved	*ad val.* 37½%	
	(d) Confectionery	*ad val.* 37½%	
16	Macaroni, noodles, spaghetti, vermicelli and other similar preparations	*ad val.* 37½%	
25A	Tomato puree	*ad val.* 37½%	
51A	Enamel hollow-ware, n.e.s.:		
	(d) Other	*ad val.* 37½%	
104	(b) Ready mixed paints, berlin and brunswick black, colours, colour washes, distempers, driers, enamels, fillers, french polishes, japan black, lacquers, paint removers other than cosmetic paint removers, primers, varnishes, and wood stains, ready for use directly or after simple mixing or the addition of water or solvent	*ad val.* 37½%	
140	Jewellery and imitation jewellery, whether or not mounted or set; precious and semi-precious stones, natural, synthetic or imitation; pearls, natural, cultured or imitation; beads and necklaces of beads	*ad val.* 37½%	
143	Gramophones, pick-ups, radiograms, record players, tape recording and tape playing machines and accessories therefor	*ad val.* 37½%	
151	Artificial flies for fishing	*ad val.* 37½%	
98	For the existing rate of import duty substitute the following:		
	Petroleum, crude or partly refined for further refining	Per imp. gal. at 62°F, Shs. 2/05	
99	Motor spirit, gasoline and other light oils and other products for similar uses:		
	(b) Other	Per imp. gal. at 62°F, Shs. 2/05	
120	Tyres and tubes of rubber or of a substitute for rubber, not attached to wheels or vehicles including tyres re-imported after re-treading:		
	(1) (a) (i) insert the words 'but excluding tyres for pedal cycles' after the word 'Pneumatic'.		
	(1) (a) (ii) insert the words 'but excluding tyres for pedal cycles' after the word 'Pneumatic'.		
120	Insert the following new item:		
	(1) (a) (iv) Pneumatic, including the weight of the immediate wrapper for pedal cycles and the like	Per lb. 1/50	

All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

ACCORDING TO TELEGRAPHIC advice received from Pretoria Customs Tariff Application List No. 417, in *Government Gazette* No. 1493 of July 15, contains the following applications for increases in duty:

1. Polybutadiene – Styrene Rubber containing more than 38 per cent by weight of styrene, from free of duty to five cents per pound.
2. Extension of application in List No. 415 of June 17, Electric Transformers, to include transformers up to 47,500 kVA and maximum working voltage 145 kV.
3. Welded Tubes and Pipes used for the supply of water, steam or gas, with an inside diameter of 8 inches or more classified under 73.18.80 from 10c per 100 pound (United Kingdom and Canada free) to 25 per cent *ad valorem* and in addition 10c per 100 pound (United Kingdom and Canada) 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

this application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting references CRE 1485/66, CRE 1296/66 and CRE 1486/66.

Import control (quotas)

DETAILS WERE GIVEN in the *Board of Trade Journal* of December 31, 1965 and May 20, 1966 of the South African Import Control Regulations. The South African authorities have announced the following changes in these Controls:

(a) Raw material stocks for manufacturers to be based once more on six months current consumption.
(b) Merchant importers stocks of raw materials will be increased by 25 per cent to bring allocations up to 100 per cent of 1964 imports.
(c) Allocations granted to importers of pharmaceutical requirements will also be based on 100 per cent of 1964 importations.
(d) A third round of group B consumer goods will be allowed, bringing total allocations up to 55 per cent of an importers assessment basis i.e. up to the total for 1965.
(e) For consumer goods other than group B, a further allocation of 25 per cent will be allowed, bringing total allocations up to 100 per cent of 1964 imports.
(f) There will also be a measure of relaxation in the control exercised since last August on imports of new plant and equipment.

Import control (regulations)

The following amendments to the South African Import Control Regulations have also been announced:

(a) Changes in the definition of poplin for import purposes have been made, and further restrictions on the import of poplin to the extent that it may now be imported only under specific permits when imported under rebate of Customs Duty under the third schedule to the Customs and Excise Act.
(b) Scarves in the piece may now only be imported under specific import permits.
(c) Small tools may also only be imported under specific import permits.

Further details of these changes in the regulations will be announced shortly.

'Atlas in Europe' is the theme of this year's Export Window in the London headquarters of the Thorn Electrical Industries' Group of Companies. The display pictorially depicts the 'Atlas Lighting' achievements in Europe where more than 50 per cent of 'Atlas Lighting' exports are marketed. The display will be on show during July and August when there are many overseas visitors in London.

SYRIA

Imports

THE BRITISH EMBASSY in Damascus have reported that under Decree No. 441 which gave notice of suspension of the imports of paint, the following tariff numbers are affected:

Number	*Description*
32.09 (a)	Varnish and lacquers.
32.09 (b)	Distempers (including whitening, compressed in tablets for cleaning footwear) and water pigments for finishing leather.
32.09 (c)	Paints and enamels.
38.18	Composite solvents and thinners for varnishes and similar products.

The Decree provides that products within the above tariff numbers not manufactured locally may be imported after authorization by the Ministry of Economy and the Ministry of Industry. Import licences granted before May 30, 1966 remain valid.

Earlier notification on this subject appeared in the *Board of Trade Journal* on June 24, page 1446.

LEBANON

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for collection	Normal Tariff
16.02	Other prepared or preserved meat or meat offal (1):		
	(a) Meats of bovine or ovine cattle, in hermetically sealed tins, other than meats containing alimentary pastes	*ad val.*	Free
	(b) Other	*ad val.*	18%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

IRAQ

Health restrictions on visitors

ON THE ADVICE of the World Health Organization, the Iraq Government now require all travellers arriving by air or sea from the United Kingdom, to be in possession of a valid international smallpox vaccination certificate.

Any visitor who fails to produce this certificate will need to be vaccinated on arrival and quarantined for 14 days. Quarantine restrictions will be imposed upon those who refuse to meet this requirement.

CEYLON

Exchange control

THE BOARD OF TRADE have learned from the Counsellor (Commercial) in Ceylon that in view of the forthcoming 7½ per cent increase in freight rates in August, the Ceylon Controller of Imports and Exports has announced that he has requested the Ceylon Controller of Exchange to allow increases in Letters of Credit where such increases become necessary. Increases in the value of Letters of Credit that will be allowed by the Banks will be limited to 2 per cent of the value of licences and any importer who expects his licence value to be exceeded by over 2 per cent may make a formal application for an increase of his licence.

PAKISTAN

Import licensing policy, July 1966

PAKISTAN'S IMPORT POLICY for 1966/67 was announced in a radio broadcast on July 14. It is intended to liberalize imports, and the 'Free list' has been increased to 65 items against the present 32.

The OGL list is abolished, and the licensable list extended to 95 items. Further details concerning the new policy will be published as soon as the official *Pakistan Gazette* is received. Meanwhile, any inquiries should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

SOUTH VIETNAM

Liberalization of imports

ON JUNE 18, in conjunction with the devaluation of the piastre, the Government of Vietnam announced the introduction of an open general licence procedure for imports. Communiqués bringing this procedure into effect are gradually becoming available.

To date the following categories of goods have been placed under the Vietnamese Government's own funds programme and are no longer subject to quota restrictions:

Foodstuffs.
Textiles, yarns, fabrics.
All kinds of paper.
Decorative and non-decorative laminates.
Motor vehicle parts and accessories.
Parts and accessories for motorized cycles, scooters and three-wheeled vehicles.
Electrical appliances and parts.
Refrigerators.
Air conditioners.
Office machinery and appliances.
Paperboard.
Plywood.
Crystal and glass products.
Clay products (chinaware, etc.).
Iron and steel finished products.
Radio receivers (wholly assembled) and radio parts and accessories.
Record players, tape recorders, microphones, etc.
Musical instruments, movie and still photographic equipment and film.
Motion pictures.
Watches and clocks (wholly assembled).
Sporting goods.
Sundry articles (including toys, cosmetics, razor blades, coffee-mills, clippers, lanterns, etc.).

Inquiries about this notice should be addressed to Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 480).

AUSTRALIA

Special Advisory Authority inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on June 10, 1966 (page 1338) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **PVC film, sheet, coated fabrics, curtains and tablecloths.**

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

(1) On goods classified under tariff item 39.02.494, 20 per cent *ad valorem* plus 5 cents per square yard if printed, 20 per cent *ad valorem* otherwise.
(2) On goods classified under tariff items 39.02.495, 39.07.331 and 59.08.1, 80 cents per lb. less 100 per cent of the f.o.b. price.
(3) On goods classified under tariff items 39.07.321 and 39.07.332, 10 cents per square yard.

These new duties do not apply to goods in transit on June 2, 1966. Further details will be published as soon as possible.

Dumping duty

HOT WATER BAGS have recently been made the subject of a dumping duty under the Australian Customs Tariff (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7821/65.

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Customs and Excise has referred to the Tariff Board for inquiry and report the question:

(a) whether edible safflower oil imported in 1964 to meet the 'shortfall' of requirements for the production of poly-unsaturated products should be admitted under Customs By-law.
(b) whether the 'shortfall' of requirements of edible safflower oil for 1966 for the production of poly-unsaturated products should be admitted under Customs By-law and if so, on what basis.

(*Continued on next page*)

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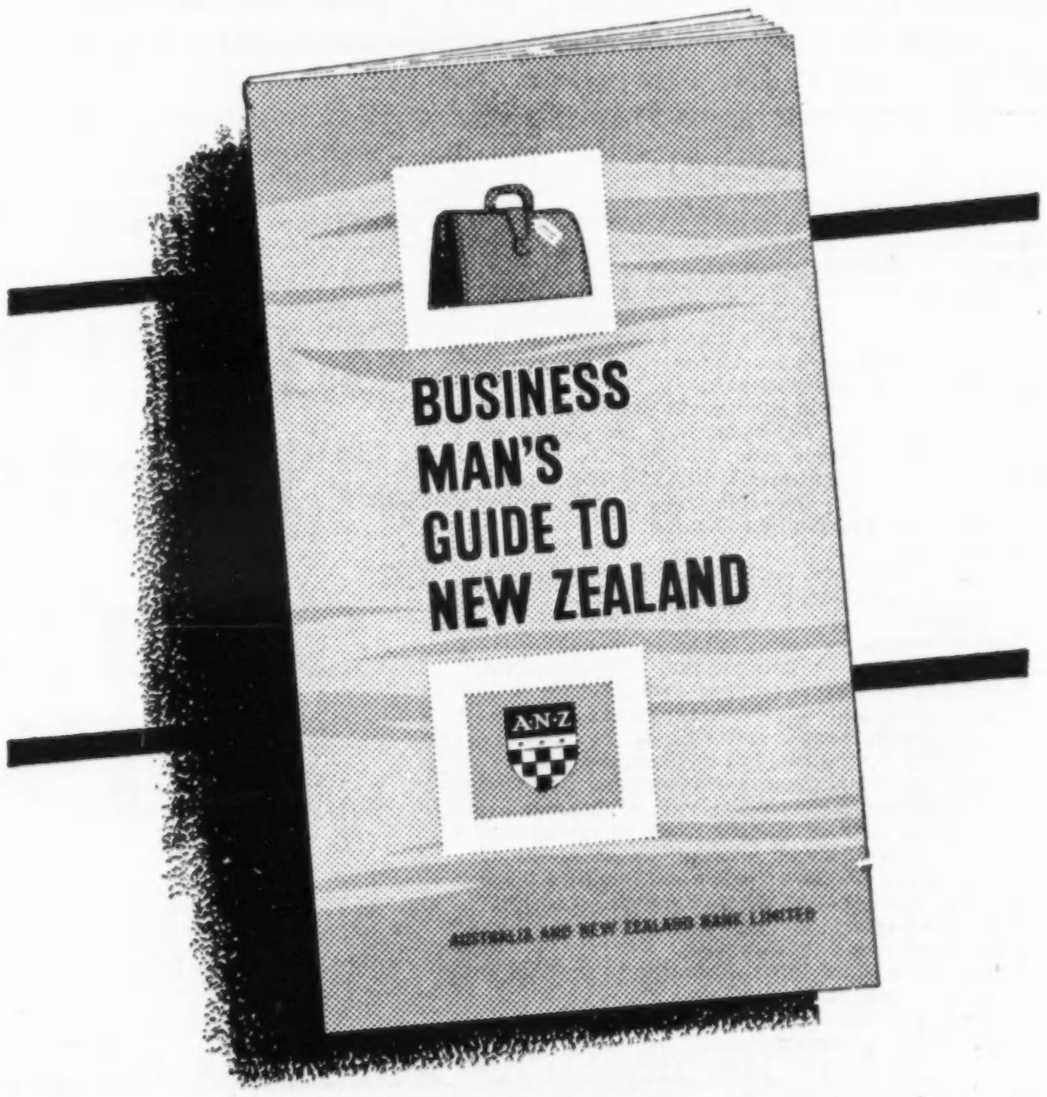

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AUSTRALIA, *continued*

This matter has been notified by Her Majesty's Minister (Commercial) at Canberra, who has been asked by the Australian authorities to inform them at the earliest possible date if any United Kingdom interests propose to tender evidence. Notification in the present instance should be given to the Australian authorities **not later than August 2.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1438/66.

Revision of customs by-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below.

New By-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Valves that: (a) To which sub-item 84.61.9 applies; (b) are of a kind designed for the automatic contol of temperature, humidity, pressure vacuum or rate of flow; and (c) are not valves of the ON-OFF kind . .	84.61	Free
Batteries, primary, wet cell type, for signalling appliances for railways, under security . .	85.03	Free
Cells, manganese alkaline	85.03	Free
Artificial larynxs and parts therefor	85.22	Free
Breathing appliances (including masks and similar respirators) of a kind designed to enable the wearer to breathe under water . . .	90.18	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff item	Rate of Duty
Instruments, drafting, to which paragraph 90.16.11 applies, but not including drawing boards, stands or tables, therefor the following: Having a f.o.b. price less than $10 each . . Of the parallel movement kind. Of the parallel perspective kind. Of the trolley kind, for use on drawing boards not less than 80 inches by 50 inches or equivalent surface area	90.16	Free
Goods, to which paragraph 90.17.99 applies, but not including the following goods unless otherwise specifically indicated: Audiometers. Canulae, catheters, suction tubes, and the like, of or in chief part by weight of artificial plastic material. Defibrillators. Defibrillators, synchronizers, pacemakers, cardiac monitors and recorders, combined, or any combination of one or more of these instruments with a defibrillator. Diathermy apparatus, but not excepting: Heat resisting glass electrodes for use with short wave electro-therapy apparatus. Disposable sets of a kind used in connection with transfusion or infusion or collection or storage of blood or other intravenous fluids. Electro-cardiographs, single channel. Electro-encephalographs. Dental engines, foot powered. Pacemakers but not excepting Implantable cardiac pacemakers. Pliers, orthodontic. Psychogalvanometers	90.17	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Paper and paperboard as follows: Copying paper, having a plain writing or printing surface on one side and coated on the reverse side with a pigmented preparation, but not including carbon paper; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966.	48.07.311	17½%
Bars and rods, steel as follows: Ribbed, diagonally; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 .	73.10.910 73.10.990	$5 per ton 27½%
Rectangular steel, in coils exceeding 100 feet in length, for use in the manufacture of nuts, under security; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	73.10.910 73.10.990	$5 per ton 27½%
Round steel, in coils, not being bright-finished, 0·4375 inch and greater in diameter, for use in the manufacture of bolts, not being bright-finished, and of rivets not being bright-finished, under security; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966	73.10.910 73.10.990	$5 per ton 27½%
Plates and sheets, steel, as follows: Boiler, quality, for use with locomotives under security; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	73.13.900	27½%
Chequered; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	73.13.900	27½%
Plain, 0·4375 inch or over in thickness, 86·5 inches or over in width and exceeding 90 inches in length; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	73.13.100	$4·80 per ton
Foil, aluminium, as follows: Backed with vegetable parchment paper, for use in the wrapping of butter, under security; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966 and are entered for home consumption on or before July 15, 1966	76.04.000	17½%
Batteries, primary, dry cell type, for signalling appliances for railways under security; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 .	85.03.100	17½%, or, if higher, $0·017 per lb.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Valves and tubes, electronic, to which sub-item 85.21.1 paragraph 85.21.91 or sub-paragraph 85.21.311 applies, as follows: (c) Parts (other than bakelite bases or base pins and parts therefor) as follows: Wire, molybdenum or tungsten, or alloys predominately molybdenum or tungsten, plain coated or plated wire, coated heater	85.21.132 85.21.312 85.21.920	27½%
Instruments, drafting, to which paragraph 90.16.11 applies, but not including drawing boards, stands or tables therefor, the following: Of the trolley kind, for use on drawing boards less than 80 inches by 50 inches or equivalent surface area; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	90.16.110	17½%
Goods, to which paragraph 90.17.99 applies, as as follows: Audiometers. Psychogalvanometers; the By-law still applies to these goods provided they are in direct transit to Australia on June 16, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 16, 1966, and are entered for home consumption on or before July 15, 1966 . .	90.17.990	27½%

New address for British High Commission, Auckland office

THE COMMERCIAL DEPARTMENT, the Information Services and the Immigration Section of the British High Commission, Auckland office will move on July 25 to the following address: 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1.

The new telephone numbers are 42-833 and 49-646 and the unchanged PO Box numbers are: Commercial Department 1476, Information Services 2857, Immigration Section 1442. Telegraphic address: UKREP, AUCKLAND.

VENEZUELA

Customs tariff

HM EMBASSY in Caracas report that the Venezuelan Ministry of Finance have issued a Resolution No. 16 of June 27 creating new Customs definitions for pearls.

The resolution enters into effect from June 29, 1966.

Details are as follows:

Tariff No.	Description	Duty in Bolivars
672-03	Natural pearls (including cultured pearls) not set whether perforated or not	
672-03-01	Natural pearls	
672-03-01-1	In bulk (39)	
672-03-01-2	Worked	
	(a) Loose whether perforated or not (39)	100 + 10% *ad valorem*
	(b) Strung but not as a finished article, i.e. not constituting a finished string of pearls	
672-03-02	Cultured pearls	
672-03-02-01	In bulk (39)	
672-03-02-2	Worked	
	(a) Loose without being perforated (39)	100 + 10% *ad valorem*
	(b) Loose totally or partially perforated for making into jewellery	
673-01-05	Set natural pearls (including cultured)	100 + 60% *ad valorem*

Note: The worked pearls referred to under 672-03-02-2 (b) can only be introduced if they are exclusively intended for making jewellery in accordance with the laws on the subject bearing in mind that trade in artificial or cultured loose pearls is illegal.

(39) - Import tion prohibited or reserved for the Government

(*Continued on next page*)

Double taxation—New Zealand

HM BOARD of Inland Revenue announce that the Double Taxation Convention with New Zealand, which was signed on June 13, 1966, was published on July 13 as a Schedule to a draft Order in Council

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Import licensing restrictions

HM EMBASSY in Caracas report that the Venezuelan Ministers of Finance and Development have issued a Resolution No. 2607 dated July 1, and effective from July 2, 1966, in which import licensing restrictions have been imposed on corrugated galvanized plates and sheets.

Details as follows:

Tariff No.	Description	Duty in Bolivars
681-07-02-1	Galvanized plates and sheets corrugated:	
	(A) In Sheets	0·20
	(B) Plates	0·20

Items going by air will become subject to this resolution as from July 17.

DOMINICAN REPUBLIC

Indemnification of agents dismissed by foreign concerns

HM EMBASSY in Santo Domingo reports the passage of a new Law, No. 173, of April 6, 1966, relating to the compensation of agents in the Republic of foreign concerns. The Law replaces Law No. 6080, of October 22, 1962, and its amendment, Law No. 646, of March 8, 1965 (see *Board of Trade Journal* of November 16, 1962 (page 1035) and of April 30, 1965 (page 980)).

Under the new Law any agent of a foreign concern carrying on business in the Dominican Republic who is dismissed or replaced or whose contract is terminated or unrenewed 'without just cause' is entitled to claim from the principal full compensation for losses incurred by him. The Law envisages compensation for the money which the agent may have invested for the purpose of carrying on business of which he is deprived and for loss of profits for a maximum of five years. Should the foreign concern decide to manufacture, process or package its products in the Republic, it shall likewise be obliged to compensate the agent if it terminates the contract 'without just cause'.

Copies of an unofficial translation of Law No. 173 are obtainable from Export Services Branch, Board of Trade, Room E02, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 413).

COLOMBIA

Prior deposits on imports

HM EMBASSY at Bogota has reported that Resolution No. 30 of the Colombian Monetary Board modifies the rate of prior deposit on the following Customs items.

Customs Item No.	Rate of deposit
73.15.D.11	30 per cent
73.15.K.1.b	30 per cent

BRAZIL

Checking of declared prices

TO FACILITATE the examination of applications for import licences and exchange cover certificates, particularly with regard to checking declared prices, the Brazilian Foreign Trade Bureau has requested agents, concessionaires or distributors in Brazil of foreign manufacturers or exporters regularly to furnish its headquarters in Rio de Janeiro, or the agency of the Bank of Brazil through which they conduct their imports, with catalogues or price lists authenticated abroad covering the industrial and commercial products of their principals.

Importers were asked to submit these publications when they handed in their applications, since apparently only in exceptional cases could pro-forma invoices be considered suitable documents for proving prices.

(*Continued on page* 256)

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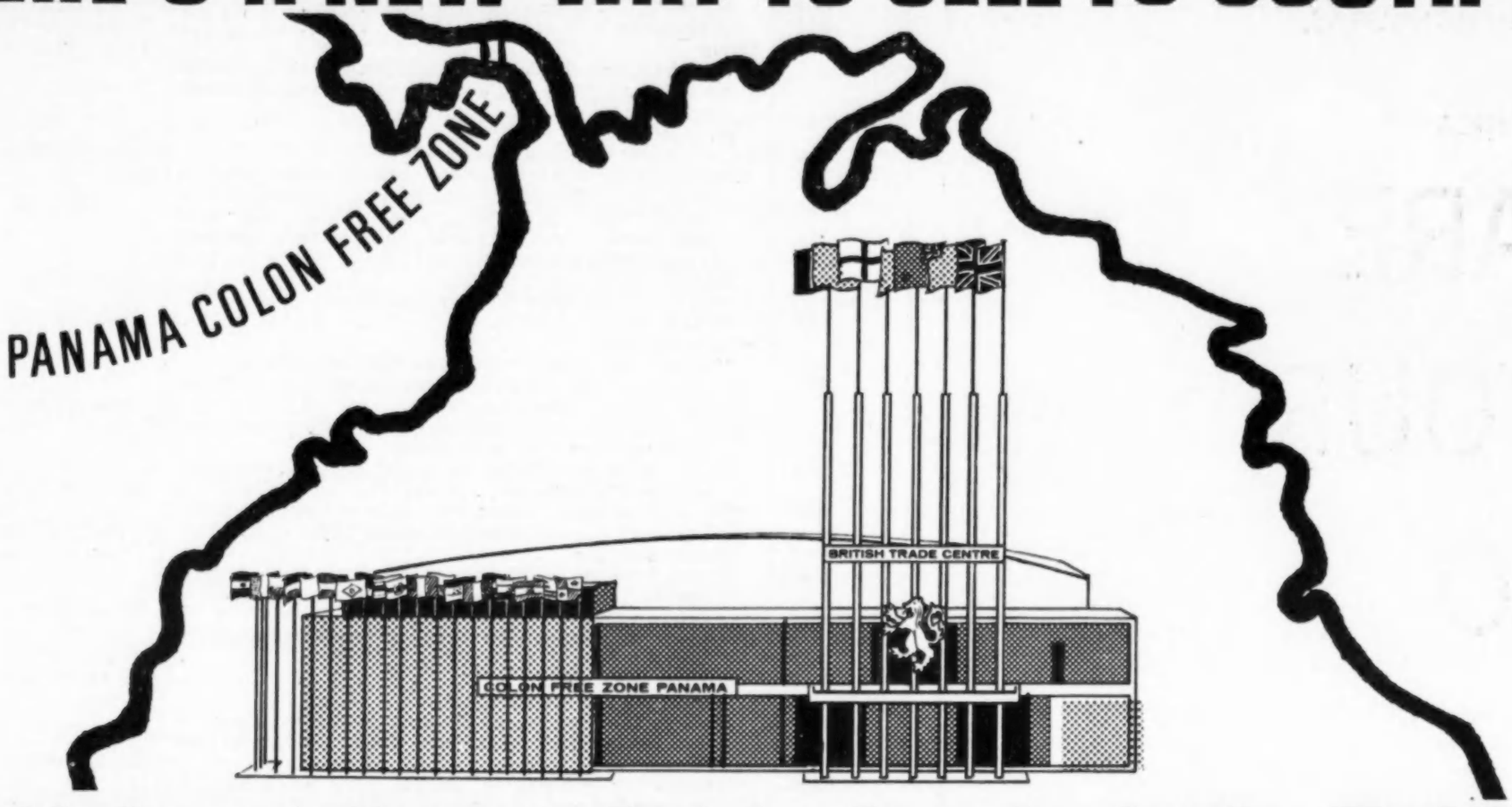

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The British Trade Centre will store your goods in the Colon Free Zone, moving them in and out of the area on duty free terms. You can rent space in the Centre's bonded warehouse, or have one built to your own specifications and *leased* to you. Even factories can be built for you by the British Trade Centre, and leased to you for operation.

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Tariff changes

HM EMBASSY at Rio de Janeiro report the issue of Customs Policy Council Resolution No. 417 which increases the rate of duty applicable to a number of items with effect from June 21.

RESOLUTION No. 417

Tariff No.	Item	Change
26-20	Tungsten or wolfram ores:	
001	Scheelite	From 'Free' to 30%
002	Wolframite	From 'Free' to 30%
003	Other	From 'Free' to 30%
29-11	Aldehydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen-function aldehydes:	
	A. Aldehydes:	
010	Formaldehyde (methanol)	From 40% to 60%
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, their anhydrides, acid halides and acid peroxides; peracids, their halogenated, nitrated or sulphonated derivatives:	
065	Acetylsalicylic acid (aspirin)	From 30% to 60%
29-44	Antibiotics, their salts or other derivatives:	
014	Penicillins	From 50% to 80%
39-05	Vulcanized fibre:	
002	In sheets more than 1 millimetre thick or in plates	From 30% to 60%
003	Bars, sticks, blocks, angles, shapes and sections, tubes or other semi-manufactured forms	From 30% to 60%
39-15	Plastic materials and artificial or synthetic resins, not elsewhere specified or included:	
001	In liquid or paste form, including dispersions, emulsions and solutions	From 30% to 60%
002	Pieces, granules, flakes, powder or other similar unmanufactured forms, including waste	From 30% to 60%
003	Sheets and film	From 50% to 80%
004	Plates, bars, sticks, blocks, stratified products, angles, shapes and sections or other semi-manufactured forms	From 50% to 80%
59-18	Conveyor or transmission belts, of textile materials:	
001	Conveyor belts	From 50% to 80%
002	Transmission belts	From 50% to 80%
59-19	Other fabrics for industrial use:	
007	Fabrics for pressing or filtering fatty substances or for similar uses, of cotton, wool or other animal hair	From 50% to 80%
008	Fabrics for pressing or filtering fatty substances or for similar uses, of other textile materials	From 50% to 80%
69-02	Tiles, slabs, bricks and other refractory goods, of any shape, including granulated cements and refractory inorganic plastics:	
04	Other refractory products	From 20% to 50%
73-01	Pig iron, cast iron and spiegeleisen, crude or in ingots:	
001	Pig iron and cast iron	From 20% to 50%
73-16	Tubes and pipes:	
006	Other, seamless, more than 9 inches in diameter:	
01	Of cast iron, centrifugated, with diameter up to 24 inches	From 20% to 50%
99	Any other	From 20% to 50%
73-36	Other articles not elsewhere specified or included	From 80% to 100%
84-35	Machinery and appliances for washing, grinding, mixing, screening, pulverizing, crushing or sorting ores, stone, earth or other materials, not falling within heading No. 84-34:	
013	Balls for ball mills	From 20% to 50%
85-40	Parts of lamps for lighting or other purposes, also parts of electronic tubes and valves:	
002	Bulbs and tubes of fluorescent substances or lined or coated with fluorescent substances	From 30% to 60%
90-06	Refracting telescopes (monocular and binocular), with frames of any material	From 50% to 80%
90-08	Photographic cameras:	
001	With fixed focus or meniscus lens and snapshot shutter or snapshot and pose shutter (box cameras and the like)	From 30% to 60%

ECUADOR

Exemption from import surcharge

HM EMBASSY in Quito has reported the promulgation of Decree No. 569 by which imports which arrived at the Ecuadorean Customs between May 19 and 31 will be exempt from the surcharge of 10 per cent (for goods on List I) and 20 per cent (for goods on List II) established by Decree No. 391 of May 31, and No. 297 of May 20. If the surcharge has already been paid it will be refunded.

URUGUAY

Exemption from import tax

HM EMBASSY at Montevideo report that by a Decree of June 23 imports of jute, hemp and kenaf have been exempted for 60 days from the payment of the 15 per cent import tax (see the *Board of Trade Journal* of January 7, page 35).

Exemptions from prior deposits

HM EMBASSY at Montevideo report that prior deposits on the following items have been withdrawn or reduced (see the *Board of Trade Journal* of November 5, 1965, page 1127):

(a) The requirement for the 100 per cent additional prior deposit has been withdrawn from:—
31.009 – Pedigree poultry for reproduction
31.015 – Pedigree cattle for reproduction
31.016 – Pedigree rabbits
31.017 – Chinchillas for reproduction
31.021 – Pedigree horses for reproduction
31.024 – Pedigree race horses
31.029 – Pedigree nutrias for reproduction
31.033 – Pedigree sheep for reproduction
31.045 – Pedigree pigs for reproduction
31.048 – Minks for reproduction

(b) The following items have been granted a reduction on the additional prior deposit from 100 per cent to 50 per cent, of the c.i.f. value:
39.088 – Hair, eyes, voice sounding implements, cardboard or fibre disks for joints, noses and masks up to 0.15 cms. high, for manufacturing toy animals and dolls.
48.136 – Peluches of artificial silk, mixed with other textile fibres except wool and/or nylon, suitable for manufacturing toys.

BARBADOS

Industrial Development (Export Industries) Act, 1963

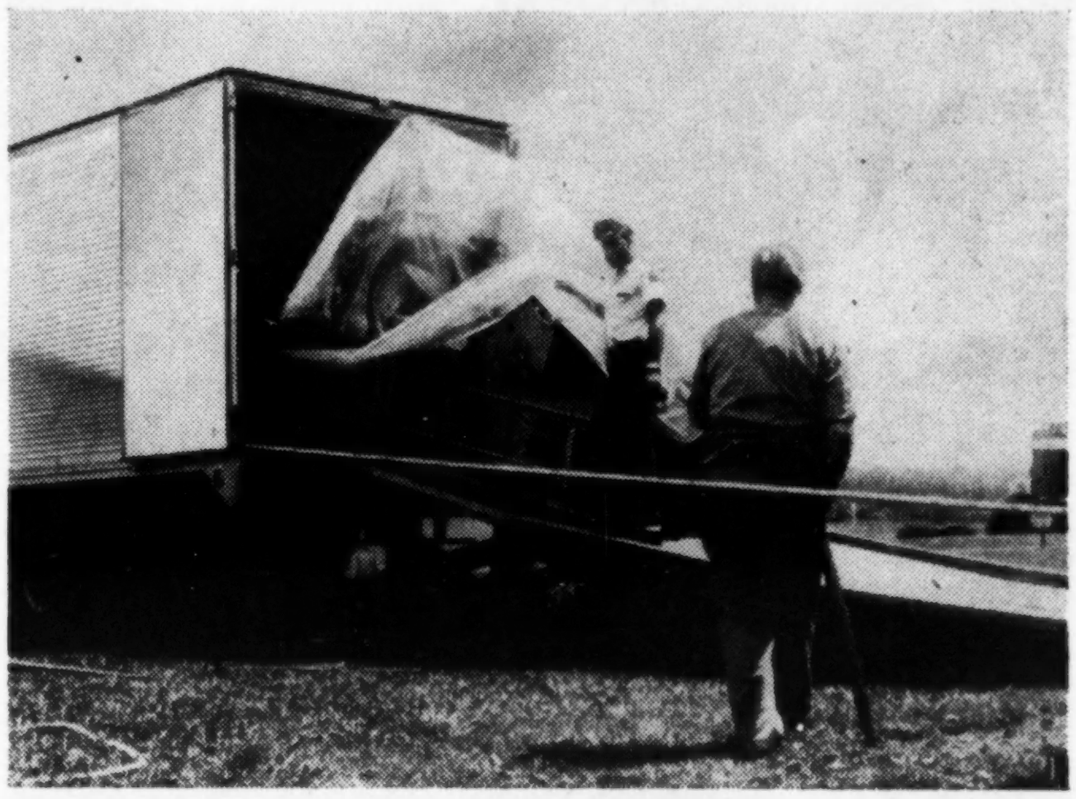
THE BARBADOS GOVERNMENT is considering whether the following products should be declared an 'approved export product' for the purposes of the above Act:

'Punched cards for use in tabulating machines and electronic computers.'

Approved export manufacturers of this product will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, P.O. Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade and Information Office, Barclays Bank Building, Roebuck Street, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).



In order to break into the American market Platt Bros. (Sales) Ltd., textile manufacturers, took this 6-ton high production Card to the United States. Seen here is the Card being unloaded for demonstration by means of a special rig. The result of the demonstration was another order for plant worth 200,000 dollars.

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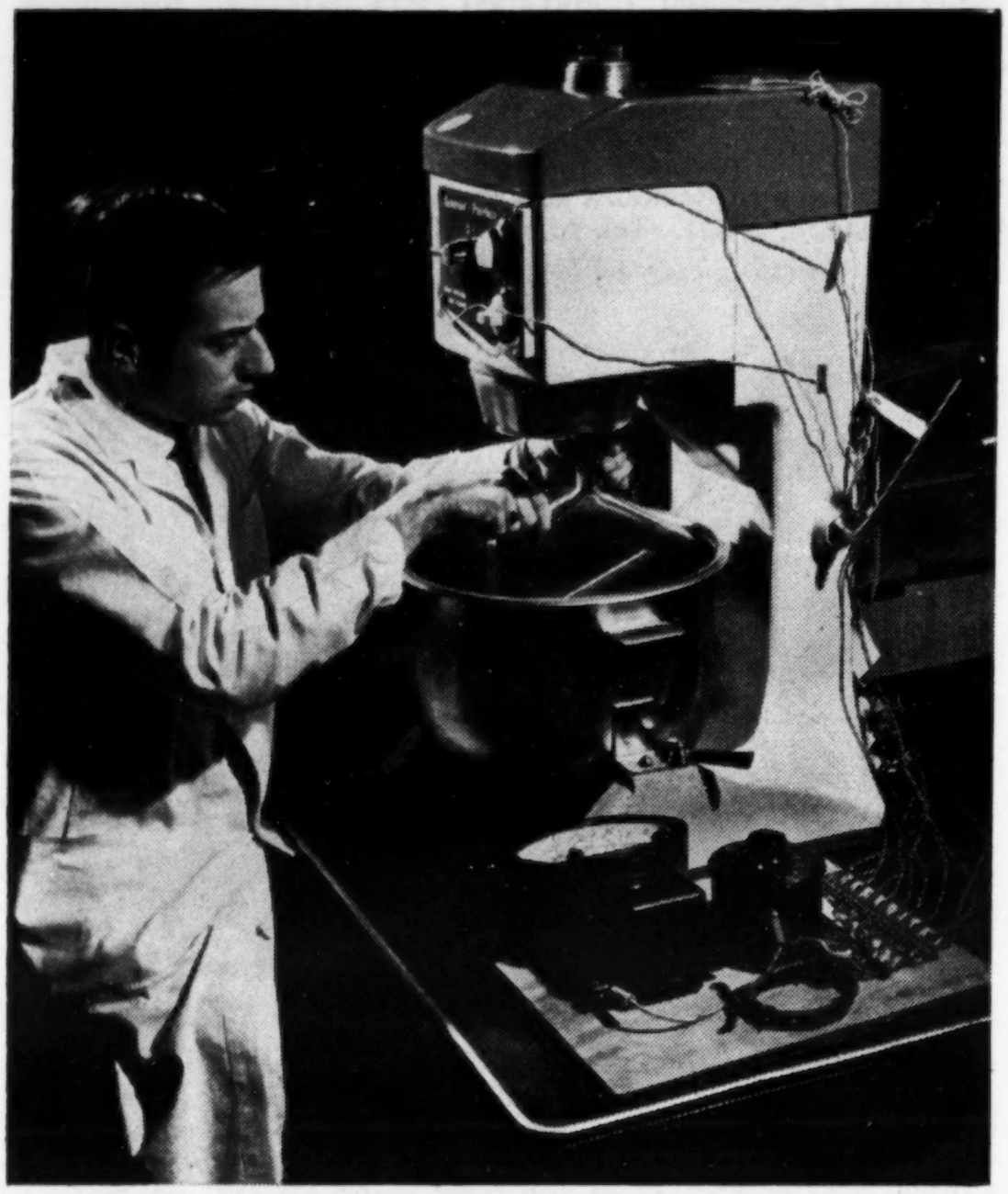


Electrical goods worth more than £100 million have been exported from Britain to Canada since 1950 under a pre-shipment approval scheme operated by the British Standards Institution. Sample products, like this caterers' food mixer, are tested at BSI's Hemel Hempstead laboratories for compliance with the Canadian electrical safety code on behalf of the Canadian Standards Association. BSI plans to expand part of the Hemel Hempstead centre to develop this service further.

CANADA

Tariff board hearing on precision instruments and apparatus

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on precision instruments and apparatus was published in the *Board of Trade Journal* of February 4, 1966, page 281. The Canadian Tariff Board has now given notice that the public hearing will be held at 219 Argyle Avenue, Ottawa, commencing on Monday, January 9, 1967, at 10 a.m.

Proposals concerning the wording of tariff items and the rates of duty should be filed with the Board not later than Tuesday, November 1, 1966. Briefs or submissions containing relevant facts and arguments in support of such proposals should be filed with the Board not later than Thursday, December 1, 1966.

One hundred and fifty (150) copies of proposals and of briefs or submissions should be filed with the Secretary, Tariff Board, Ottawa 4, Ontario; these will be distributed to interested parties on request to the Board's Secretary.

Persons proposing to attend the hearing should notify the Board's Secretary not later than December 16, 1966, in order to ensure that seating accommodation at the hearing will be available.

UNITED STATES

Tariff classification of Marx typewriters

IN A DECISION dated April 29, 1966, the United States Bureau of Customs confirmed their practice of classifying a Marx typewriter, generally referred to as the 'Marxwriter', under the provision for typewriters not incorporating a calculating mechanism: non-automatic with hand-operated keyboard in item 676.05, Tariff Schedules of the United States, and entitled to free entry.

A domestic manufacturer of toys had taken exception to this practice expressing the belief that the 'Marxwriter' is properly classifiable under the provision for toys . . . not specially provided for: . . . other, in item 737.90, Tariff Schedules of the United States, with duty at the rate of 35 per cent *ad valorem*.

The domestic manufacturer has given notice that it desires to protest the classification, but the Bureau's practice will be continued so long as no decision of the United States Customs Court or the United States Court of Customs and Patent Appeals not in harmony with this decision is published.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Suspension of duty on certain forms of copper

UNITED STATES Public Law 89-468, approved on June 23, 1966, suspends the duty, from February 9, 1966, to June 30, 1968, on unwrought copper (except nickel silver), copper waste, copper scrap, copper articles imported to be used in the re-manufacture by smelting, and on the copper content of certain ores.

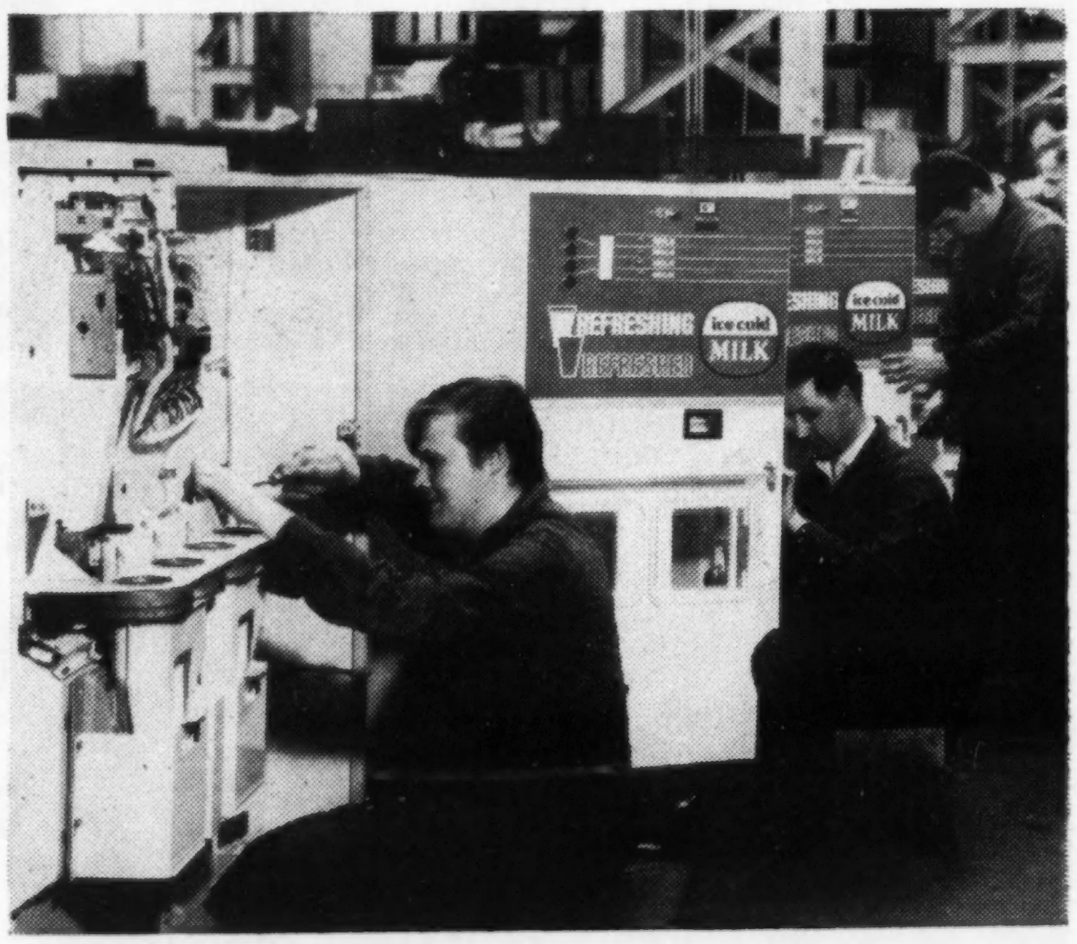
The measure *does not* suspend duties on new copper semi-manufactures, such as bars, plates, sheets, strips, powders, flakes, rods, wire, angles, shapes, pipes, tubes, blanks for pipes or tubes, or fittings.

A copy of the Act can be seen in Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457) to whom inquiries regarding this notice should be addressed.

Proposed import limitation on certain sugar containing products

IN A NOTICE in the *Board of Trade Journal* of July 1, 1966, information was given of quotas to be imposed on the import of certain sugar containing products or mixtures into the United States.

(*Continued on page* 260)



A new vending machine has been produced by Fisher & Ludlow of Birmingham. Entirely of British design and claimed to be the first machine which dispenses milk in cups, the machine is completely hygienic and uses three gallon disposable containers. Although not in full production, export inquiries have been received from Scandinavia, United States and Australia. The company claims to be already exporting 20 per cent of its existing production of vending machines.

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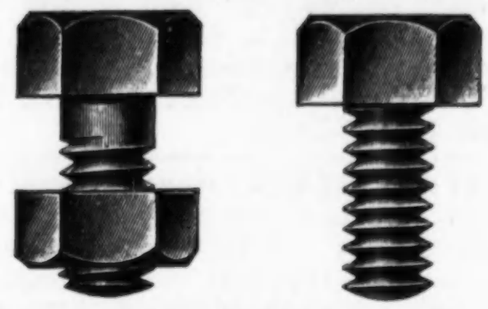

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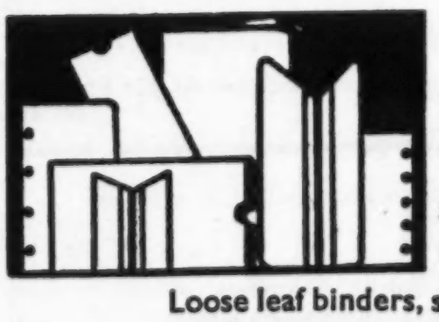

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

UNITED STATES, *continued*

The United States Department of Agriculture has now published an amendment to their earlier proposals in that the total quantity of such products or mixtures which may be imported from any country during any calendar year *after* 1966, shall be the larger of (i) the quantity containing 100 short tons, raw value, of sugar or liquid sugar (187,000 pounds of sugar refined basis) or (ii) the average of the quantities of such products or mixtures annually imported from such country during *the most recent three consecutive calendar years* for which reliable data of the importation of such products or mixtures are available.

Also, for the calculation of such country's 1966 quota, any quantity which arrives within the port limit of a Customs port or point of entry by August 12, 1966, will now be taken into account, but only if the importer furnishes satisfactory evidence either that such quantity departed the port of lading prior to July 13 or that an irrevocable contract was entered into prior to June 15, 1966.

These quota limitations come into effect on July 13, 1966, and inquiries should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

INDUSTRIAL FILM CATALOGUE

The 1964-65 edition of the Central Office of Information industrial catalogue Films for Industry *contains 793 films and 43 filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including 182 new films, 112 of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3618.

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* Baltimore has been cited by the U. S. Department of Labor for longshoreman efficiency.

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